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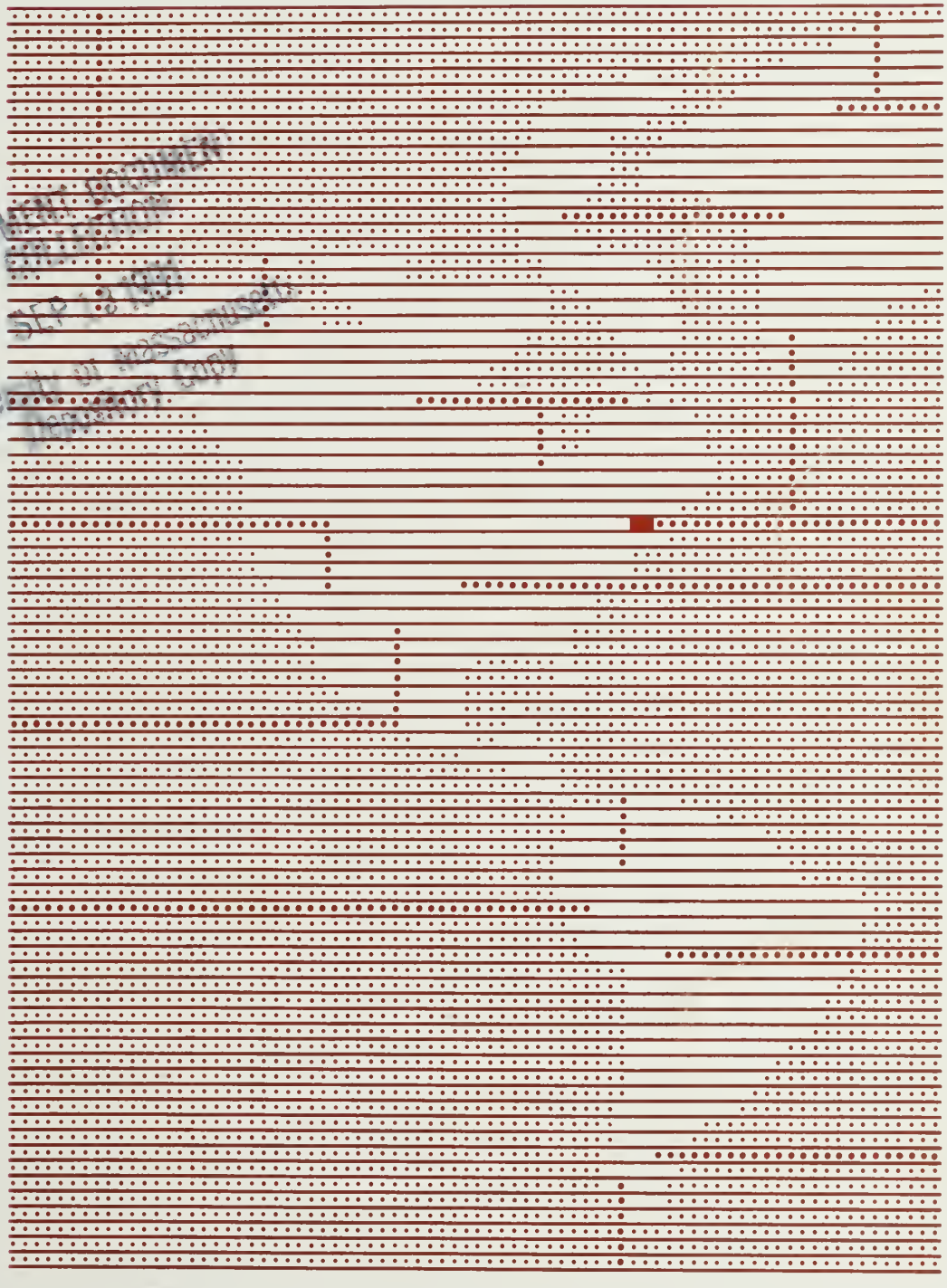
Massachusetts International Foreign Firm Directory



GOVERNMENT DOCUMENTS
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University of Massachusetts
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MASSACHUSETTS

INTERNATIONAL

FOREIGN FIRM

DIRECTORY

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INTRODUCTION

The Massachusetts Office of International Trade and Investment is a publicly funded, non-profit corporation created by Executive Order of the Governor of Massachusetts in 1984. The primary objective of MOITI is to work with small and medium sized companies to assist them in entering an export market for the first time or to help them increase their export sales. Toward this end, MOITI provides one-on-one corporate counseling, leads overseas trade missions and assists Massachusetts companies in identifying and participating in international trade shows. Also, MOITI actively develops international contacts and trade leads, as well as publishes export services guides and industry directories.

The 1991 Massachusetts International Foreign Firm Directory provides a wide array of information about Massachusetts' foreign-owned businesses. For the purpose of this directory, a firm is designated "foreign owned" if at least a majority equity interest is held by a company located outside of the United States. This directory contains information on 497 businesses which are based in 30 source countries. England, Japan, Germany, Canada and France represent the largest ownership of Massachusetts companies. These foreign owned firms are predominantly in the electronics, building and construction, computer hardware/software and miscellaneous machinery industries.

The first section of the directory presents Massachusetts foreign owned companies, organized alphabetically by country and by firm. Second is an alphabetical company index. The third section is a product index, listing 23 product headings. A fourth section presents statistics on foreign ownership and employment both by country and by industry. Lastly, an order form and an add/update form have been provided for your convenience.

The following sources of information collectively aided in the composition of this directory: The 1985 Massachusetts Foreign Firm Directory; the Massachusetts Division of Corporations of the Secretary of State; the 1986-1989 Editions of Foreign Direct Investment in the United States published by the International Trade Administration; the 1986-1990 editions of North American International Business; the Boston office of KPMG Peat Marwick; the 1988 and 1989 editions of the CorpTech Directory; and a survey conducted by the Massachusetts Office of International Trade and Investment in 1990.

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COMPANY PROFILES

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AUSTRALIA

Boston Herald
One Herald Square
P.O. Box 2096
Boston, MA 02106
Contact: Mr. Patrick Purcell
Title: President and Publisher
Tel: 617-426-3000
Fax: 617-451-3506
MA Employees: 860
Product/Service Description:
Publishes a daily newspaper.

FOREIGN PARENT/AFFILIATE:
News Limited PLC
2 Holt Street
Surrey Hills
Sydney NSW 2010
Australia

Computer Power Group
313 Speen Street
Natick, MA 01760
Contact: Mr. David Chapman
Title: Regional Manager
Tel: 508-650-3500
Fax: 508-655-1554
MA Employees: 2
Product/Service Description:
Develops and markets custom software, systems integration, and other software services.

FOREIGN PARENT/AFFILIATE:
Computer Power Group
613 St. Kilda Road
Melbourne-Victoria 30004
Australia

Cybergraphic Systems, Inc.
401 Edgewater Place
Wakefield, MA 01880
Contact: Mr. Les Thomas
Title: President
Tel: 617-245-0805
Fax: 617-245-2883
MA Employees: 35
Product/Service Description:
Manufactures prepress automation software for the newspaper industry.

FOREIGN PARENT/AFFILIATE:
Cybergraphic Systems Proprietary Ltd.
The Atrium
290 Burwood Road
Hawthorn, Victoria 3122
Australia

Fletcher Granite Company, Inc.
Groton Road
Chelmsford, MA 01863
Contact: Mr. B. Duke Pointer
Title: President
Tel: 508-251-4031
Fax: 508-251-8773
MA Employees: 110
Product/Service Description:
Fabricates granite curb stone, dimension stone, and landscape products.

FOREIGN PARENT/AFFILIATE:
Pioneer International Ltd.
580 George Street, Level 20
Sydney 2000
Australia

Hoyts Cinemas Corporation
One Exeter Plaza
Boston, MA 02116
Contact: Mr. Morris Englander
Title: Chief Operating Officer
Tel: 617-267-2700
Fax: 617-267-2751
MA Employees: 100
Product/Service Description:
Operates a motion picture cinema circuit.

FOREIGN PARENT/AFFILIATE:
Hoyts Corporation Pty. Ltd.
505-523 George Street
Sydney NSW 2000
Australia

Michell (USA), Inc.
10 High Street, Room 518
Boston, MA 02110
Contact: Mr. Barry Savage
Title: President
Tel: 617-426-0771
Fax: 617-426-0758
MA Employees: 3
Product/Service Description:
Imports and distributes Australian raw and processed wool, leather and sheepskin products.

FOREIGN PARENT/AFFILIATE:
G.H. Michell and Sons SA Pty. Ltd.
GPO Box 1739
Adelaide SA 5001
Australia

Qantas Airways
189 Shaw Farm Road
Holliston, MA 01746
Contact: Mr. Peter Hunt
Title: District Sales Manager
Tel: 800-227-4500
Fax: not available
MA Employees: 1
Product/Service Description:
International airline.

FOREIGN PARENT/AFFILIATE:
Qantas Airways
70 Hunter Street
Sydney, New South Wales 2000
Australia

TNT Skypack
121 Webster Avenue
Chelsea, MA 02150
Contact: Ms. Mary J. Miller
Title: Manager
Tel: 617-884-9780
Fax: 617-889-1389
MA Employees: 70
Product/Service Description:
Provides freight and mail forwarding services.

FOREIGN PARENT/AFFILIATE:
TNT Skypack
TNT Plaza, Tower 1
Lawson Square, REDFERN
Sydney NSW 2016
Australia

Whiting and Davis Co.
23 West Bacon Street
Plainville, MA 02762
Contact: Mr. Frank Montie
Title: President
Tel: 508-699-4411
Fax: 508-695-7606
MA Employees: 500
Product/Service Description:
Manufactures mesh bags and gloves, purse accessories and costume jewelry.

FOREIGN PARENT/AFFILIATE:
Taim Management Ltd.
50-54 Clayton Road, Clayton
Victoria 3168
Australia

AUSTRIA

Bohler Brothers of America, Inc.
40 Robbie Road
Avon, MA 02322
Contact: Mr. Bernd Linden
Title: President
Tel: 508-588-1150
Fax: 508-588-1938
MA Employees: 50
Product/Service Description:
Imports and markets steel and special products.

FOREIGN PARENT/AFFILIATE:
Vereinigte Edelstahlwerke AG
Elisabethstrasse 12
1010 Vienna
Austria

Fischer of America, Inc.
35 Industrial Parkway
Woburn, MA 01801
Contact: Mr. Keith D'Entremont
Title: President
Tel: 617-935-2452
Fax: 617-935-6074
MA Employees: 25
Product/Service Description:
Imports and distributes skis and boots.

FOREIGN PARENT/AFFILIATE:
Fischer Ried GmbH
Griegasse 10-11
4910 Innkreis
Austria

Guard Control System, Inc.
221 Boston Post Road, Suite 460
Marlborough, MA 01752
Contact: Ms. Jenine Carpenter
Title: National Sales Manager
Tel: 508-485-2554
Fax: 508-485-2408
MA Employees: 4
Product/Service Description:
Sales office for security equipment.

FOREIGN PARENT/AFFILIATE:
G.C.S. Austria
Kolingasse-4
1090 Vienna
Austria

Jungbunzblauer, Inc.
189 Wells Avenue
Newton Center, MA 02159
Contact: Mr. John Quinn
Title: Vice President
Tel: 617-969-0900
Fax: 617-964-2921
MA Employees: 8
Product/Service Description:
Sales office for specialty chemicals.

FOREIGN PARENT/AFFILIATE:
Jungbunzblauer AG
Postfach 546
Schwarzenbergplatz 16
1011 Vienna
Austria

Maser of Austria, Inc.
55 Tower Office Park
Woburn, MA 01801
Contact: Mr. Dirk Vanderkaay
Title: Executive Vice President
Tel: 617-938-0450
Fax: 617-932-3854
MA Employees: 10
Product/Service Description:
Imports and distributes sportswear.

FOREIGN PARENT/AFFILIATE:
Benedikt-Maser Textilwerke
Kohlerstrasse 24
6850 Dornbirn
Austria

Schwarzkopf Development Corp.
35 Jeffrey Avenue
Holliston, MA 01746
Contact: Mr. Tom Dunham
Title: VP Marketing
Tel: 508-429-2061
Fax: 508-429-1069
MA Employees: 40
Product/Service Description:
Manufactures and markets tungsten, tungsten alloys, and other refractory metals.

FOREIGN PARENT/AFFILIATE:
Schwarzkopf Metallwerk Pransee GmbH
Postfach 74
6600 Reutte/Tirol
Austria

BELGIUM

Bourg, C.P.
73 Samuel Barnet Boulevard
New Bedford, MA 02745
Contact: Mr. John Driscoll
Title: Vice President-Operations
Tel: 508-998-2171
Fax: 508-998-2391
MA Employees: 80
Product/Service Description:
Manufactures collators with attachments and duplicators.

FOREIGN PARENT/AFFILIATE:
Bourg, C.P., S.A.
Rue de Franquennies 22
1340 Ottignies
Belgium

Friden Alcatel
303 Wyman Street, Suite 100
Waltham, MA 02154
Contact: Mr. Steven Moriarty
Title: Branch Manager
Tel: 617-890-0001
Fax: 617-890-2118
MA Employees: 45
Product/Service Description:
Distributes mailing equipment including postage meter mailing machines.

FOREIGN PARENT/AFFILIATE:
Alcatel
Avenue Louise 480
1050 Brussels
Belgium

Lernout & Hauspie Speech Products
800 West Cummings Park, Suite 3900
Woburn, MA 01801
Contact: Mr. Bart Verhaeghe
Title: Sales/Marketing Manager, U.S.
Tel: 617-932-4118
Fax: 617-932-9209
MA Employees: 10
Product/Service Description:
Manufactures voice input/output core technology.

FOREIGN PARENT/AFFILIATE:
Lernout & Hauspie
Rosendaal Straat, 14
8900 Ieper
Belgium

Risdon Corporation
50 Industrial Drive
Holden, MA 01520
Contact: Mr. Milton Francis
Title: Plant Manager
Tel: 508-829-6567
Fax: 508-829-4152
MA Employees: 70
Product/Service Description:
Packaging.

FOREIGN PARENT/AFFILIATE:
CMB
211 rue du Noyer
1040 Brussels
Belgium

Sabena World Airlines
20 Park Plaza, Suite 515
Boston, MA 02116
Contact: Mr. Robert Lynch
Title: District Sales Manager
Tel: 617-542-4296
Fax: 617-482-3290
MA Employees: 20
Product/Service Description:
International airline.

FOREIGN PARENT/AFFILIATE:
Sabena World Airlines
53 Rue Cardinal Mercier
1000 Brussels
Belgium

Wollaston Alloys, Inc.
205 Wood Road
Braintree, MA 02184
Contact: Mr. David P. Bernardi
Title: Executive VP, Sales
Tel: 617-848-3333
Fax: 617-848-3993
MA Employees: 120
Product/Service Description:
Manufactures stainless steel and high alloy non-ferrous castings.

FOREIGN PARENT/AFFILIATE:
Founderies Magoheaux S.A.
4601 Vaux-Sous-Chevremont
Belgium

BRAZIL

Varig Brazilian Airlines
20 Park Plaza, Suite 1207
Boston, MA 02116
Contact: Mr. Gary Kemery
Title: Sales Manager
Tel: 617-542-5202
Fax: 617-542-0033
MA Employees: 5
Product/Service Description:
International airline.

FOREIGN PARENT/AFFILIATE:
Varig Airlines S.A.
Santos Dumont Airport
Rio de Janeiro, RJ
Brazil

CANADA

Air Canada
Logan South Harborside
Logan International Airport
East Boston, MA 02128
Contact: Mr. Pierre Jennoit
Title: President
Tel: 617-567-7804
Fax: 617-567-5930
MA Employees: 50
Product/Service Description:
International airline.

FOREIGN PARENT/AFFILIATE:
Air Canada
Place Air Canada
Montreal, Quebec H2Z 1X5
Canada

Canada Pacific Railway
Jefferson Office Park
790 Turnpike Street
North Andover, MA 01845
Contact: Mr. Jim Holland
Title: District Manager
Tel: 800-233-6633
Fax: 508-689-8147
MA Employees: 2
Product/Service Description:
Provides freight transport services.

FOREIGN PARENT/AFFILIATE:
Canadian Pacific Enterprises
6042 Windsor Station
Montreal, Quebec H5C 3E4
Canada

Canadian National Railways

10 New England Business Center, Suite 305
Andover, MA 01801
Contact: Mr. Bruce Loughlin
Title: Sales Manager
Tel: 508-691-1120
Fax: 508-691-1124
MA Employees: 3
Product/Service Description:
Provides freight transport services.

FOREIGN PARENT/AFFILIATE:
Canadian National Railways
935 de la Gauchetiere Street West
Montreal, Quebec H3B 2M9
Canada

Canam Steel Corporation

145 Rosemary Street
Needham Heights, MA 02194
Contact: Mr. Mario Marini
Title: President
Tel: 617-444-5504
Fax: 617-444-1470
MA Employees: 40
Product/Service Description:
Markets steel joists, composite flooring, and metal decks for buildings.

FOREIGN PARENT/AFFILIATE:
Canam/Manac
11535 Ire Avenue, Suite 700
St. Georges
Beauce, Quebec G5X 2C7
Canada

Chancellor Corporation

745 Atlantic Avenue
Boston, MA 02111
Contact: Mr. Stephen Morison
Title: CEO
Tel: 617-728-8500
Fax: 617-728-8552
MA Employees: 50
Product/Service Description:
Provides equipment leasing services.

FOREIGN PARENT/AFFILIATE:
Bruncor Inc.
P.O. Box 5030
One Brunswick Square
St. John, New Brunswick E2L 4L4
Canada

Chemetics International (U.S.), Inc.

8 Faneuil Hall Marketplace, Third Floor
Boston, MA 02109
Contact: Mr. Tom Burgess
Title: Regional Manager
Tel: 617-227-9226
Fax: 617-367-0533
MA Employees: 1
Product/Service Description:
Provides technology and engineering design services to the pulp and paper, chemical, fertilizer, and base smelting industries.

FOREIGN PARENT/AFFILIATE:
Chemetics International Company Ltd.
1818 Cornwall Avenue
Vancouver, British Columbia V6J 1C7
Canada

Clouston Foods USA, Inc.

2 Main Street
Gloucester, MA 01930
Contact: Mr. Len Lamanuzzi
Title: Sales Manager
Tel: 508-281-3450
Fax: 508-281-6328
MA Employees: 25
Product/Service Description:
Imports and distributes seafood.

FOREIGN PARENT/AFFILIATE:
Fishery Products Ltd.
55 O'Leary Avenue
St. John's, Newfoundland A1C 5L1
Canada

Cognos Corporation

67 South Bedford Road
Burlington, MA 01803
Contact: Mr. Peter Micciche
Title: President
Tel: 617-229-6600
Fax: 617-229-9828
MA Employees: 70
Product/Service Description:
Develops and markets software.

FOREIGN PARENT/AFFILIATE:
Cognos, Inc.
3755 Riverside Drive
Ottawa, Ontario K1G 3Z4
Canada

Conant Ball Company
60 West Lynde Street
Gardner, MA 01440
Contact: Mr. James Grouix
Title: Vice President, Sales
Tel: 508-632-1195
Fax: 508-630-1654
MA Employees: 5
Product/Service Description:
Builds furniture, specializing in glider rockers.

FOREIGN PARENT/AFFILIATE:
Shermag, Inc.
2171 King Street West
Sherbrooke, Quebec J1J 3Y3
Canada

Connors Brothers
355 Bodwelo Street
Avon, MA 02322
Contact: Mr. Gerrit DeBarst
Title: President
Tel: 508-941-6900
Fax: 508-941-6995
MA Employees: 25
Product/Service Description:
Markets fresh, frozen, and canned seafood.

FOREIGN PARENT/AFFILIATE:
Connors Brothers Ltd.
Blacks Harbour, New Brunswick
Canada

DMR Associates, Inc.
57 River Street
Wellesley Hills, MA 02181
Contact: Mr. Mike Power
Title: Regional Vice President
Tel: 617-237-0087
Fax: 617-237-3528
MA Employees: 30
Product/Service Description:
Provides consulting services for software development.

FOREIGN PARENT/AFFILIATE:
DMR Associates
1200 McGill College Avenue, Bureau 800
Montreal, Quebec H3B 4G7
Canada

Electronic Interconnect Systems
775 New Ludlow Road
South Hadley, MA 01075
Contact: Mr. Stanley Ose
Title: General Manager
Tel: 413-536-0152
Fax: 413-532-9696
MA Employees: 90
Product/Service Description:
Manufactures and markets insulated wire and cable.

FOREIGN PARENT/AFFILIATE:
Fleck Manufacturing
1500 Don Mills Row, Suite 705
Don Mills, Ontario MEB 3K4
Canada

F-P Displays
7 Avenue D
Hopkinton, MA 01748
Contact: Mr. David Oliver
Title: President
Tel: 508-435-9095
Fax: 508-435-6625
MA Employees: 4
Product/Service Description:
Markets and services electronic variable message equipment.

FOREIGN PARENT/AFFILIATE:
F-P Electronics
6030 Ambler Drive
Mississauga, Ontario L4W 2P1
Canada

Fishery Products, Inc.
301 Northern Avenue
Boston, MA 02110
Contact: Mr. Don Short
Title: President
Tel: 617-542-7300
Fax: 617-542-5718
MA Employees: 382
Product/Service Description:
Wholesales and distributes fresh and frozen fish, onion rings; processes fish.

FOREIGN PARENT/AFFILIATE:
Fishery Products Limited
55 O'Leary Avenue
St. John's, Newfoundland A1C 5L1
Canada

Fitchburg Sentinel
808 Main Street
Fitchburg, MA 01420
Contact: Mr. Timothy Morgan
Title: Managing Editor
Tel: 508-343-6911
Fax: 508-342-1158
MA Employees: 150
Product/Service Description:
Publishes a daily newspaper.

FOREIGN PARENT/AFFILIATE:
Thompson Newspapers Ltd.
65 Queen Street W.
Toronto, Ontario M5H 2M8
Canada

Hagen, Rolf C., USA Corp.
50 Hampden Road
Mansfield, MA 02048
Contact: Mr. Joseph Sesnovich
Title: President
Tel: 508-339-9531
Fax: 508-339-6973
MA Employees: 55
Product/Service Description:
Markets pet products, including food and accessories.

FOREIGN PARENT/AFFILIATE:
Hagen, Rolf C., Inc.
3225 Sartelon
Montreal, Quebec H4R 1E8
Canada

Honco Systems, Inc.
495 Concord Avenue
Framingham, MA 01701
Contact: Mr. Paul LaCasse
Title: President
Tel: 508-620-8887
Fax: 508-879-0698
MA Employees: 3
Product/Service Description:
Markets pre-engineered shell unit, steel buildings.

FOREIGN PARENT/AFFILIATE:
Honco Systems Inc.
1191 Industrial Road
Berrieres, Quebec GOS 1C0
Canada

Husky Injection Molding Systems
303-313 Washington Street
Auburn, MA 01501
Contact: Mr. Allan Robinson
Title: President
Tel: 508-832-5911
Fax: 508-832-6856
MA Employees: 60
Product/Service Description:
Manufactures plastic injection molds and machinery.

FOREIGN PARENT/AFFILIATE:
Husky Molding Systems, Inc.
P.O. Box 1000
530 Queen Street South
Bolton, Ontario L7E 5S5
Canada

IMP Fishing Gear Ltd.
44 South Street
New Bedford, MA 02741
Contact: Mr. Kenneth Rowe
Title: President
Tel: 508-993-0010
Fax: 508-993-9005
MA Employees: 14
Product/Service Description:
Manufactures and markets commercial fishing supplies.

FOREIGN PARENT/AFFILIATE:
IMP Group Ltd.
2651 Dutch Village Road, Suite 400
Halifax, Nova Scotia B3L 4T1
Canada

Johnson Foils, Inc.
40 Progress Avenue
Springfield, MA 01104
Contact: Mr. William Fenton
Title: Vice President
Tel: 413-733-6603
Fax: 413-733-7263
MA Employees: 82
Product/Service Description:
Manufactures machinery for the paper industry.

FOREIGN PARENT/AFFILIATE:
JWI Ltd.
48 Richardson Side Road
Kanata, Ontario K2K 1X2
Canada

K & M Electronics, Inc.
11 Interstate Drive
West Springfield, MA 01089
Contact: Mr. James Knack
Title: President
Tel: 413-781-1350
Fax: 413-737-0608
MA Employees: 500
Product/Service Description:
Manufactures miniature high voltage power supplies.

FOREIGN PARENT/AFFILIATE:
Durlan Industries Ltd.
95 King Street East, Suite 200
Toronto, Ontario M5C 1G4
Canada

Keyword Office Technologies, Inc.
800 Hingham Street
Rockland, MA 02370
Contact: Mr. Richard Terry
Title: Director of Sales
Tel: 617-871-0397
Fax: 617-871-0991
MA Employees: 2
Product/Service Description:
Provides custom computer software for vendors.

FOREIGN PARENT/AFFILIATE:
Keyword Office Technologies
2816 11 Street N.E.
Calgary, Alberta T2E 7S7
Canada

Kyanize Paint, Inc.
2nd & Boston Streets
Everett, MA 02149
Contact: Mr. Michael Gadbois
Title: VP/General Manager
Tel: 617-387-5000
Fax: 617-389-3946
MA Employees: 70
Product/Service Description:
Manufactures and distributes paint.

FOREIGN PARENT/AFFILIATE:
SICO, Inc.
2505 rue de la Metropole
Longueuil, Quebec J4G 1E5
Canada

Laidlaw Environmental Sevices, Inc.
221 Sutton Street
North Andover, MA 01845
Contact: Mr. Jim Greene
Title: Director
Tel: 508-683-1002
Fax: 508-794-9665
MA Employees: 175
Product/Service Description:
Provides hazardous waste management services.

FOREIGN PARENT/AFFILIATE:
L.E.S., Inc.
89 Queensway West
Mississauga, Ontario L5B 2V2
Canada

Laidlaw Transit, Inc.
186 Rear-Webster Street
Newton, MA 02165
Contact: Ms. Beverly Griggers
Title: Travel Manager
Tel: 617-527-4021
Fax: not available
MA Employees: 90
Product/Service Description:
Provides transportation primarily for school children and for the handicapped.

FOREIGN PARENT/AFFILIATE:
Laidlaw Travel Ltd.
3221 North Sewer Road.
Burlington, Ontario L7R 3Y8
Canada

Lewis Refrigeration Company
200 Maplewood Street
Malden, MA 02148
Contact: Mr. Steven Tianelli
Title: Vice President
Tel: 617-322-7460
Fax: 617-324-9637
MA Employees: 30
Product/Service Description:
Manufactures refrigeration equipment.

FOREIGN PARENT/AFFILIATE:
Toromont Industries Ltd./CIMCO
65 Villiers Street
Toronto, Ontario M5A 3S1
Canada

Life of Boston Insurance Company

200 Pleasant Street
Malden, MA 02148
Contact: Mr. Guy Masse
Title: President
Tel: 617-324-5800
Fax: 617-324-8354
MA Employees: 37
Product/Service Description:
Provides life insurance.

FOREIGN PARENT/AFFILIATE:
Laurentian Life Insurance Company
800 Grande Allee Est
Quebec, Quebec G1R 5M4
Canada

MacMillan-Bloedel, Inc.

Mill Pond Road
Walpole, MA 02081
Contact: Mr. Bob Keane
Title: Branch Manager
Tel: 508-668-9400
Fax: 508-668-7312
MA Employees: 24
Product/Service Description:
Manufactures and wholesales lumber.

FOREIGN PARENT/AFFILIATE:
MacMillan-Bloedel Ltd.
1075 West Georgia Street
Vancouver, British Colombia V6E 3R9
Canada

ManLabs, Inc.

26 Erie Street
Cambridge, MA 02139
Contact: Dr. Lawrence Kaufman
Title: Laboratory Director
Tel: 617-491-2900
Fax: 617-349-1740
MA Employees: 38
Product/Service Description:
Provides diversified metallurgical research, development and consulting services.

FOREIGN PARENT/AFFILIATE:
Alcan Aluminium
1188 Sherbrooke Street West
Montreal, Quebec H3A 3G2
Canada

Manulife Financial Co.

268 Summer Street
Boston, MA 02210
Contact: Mr. William Fenniman
Title: Branch Manager
Tel: 617-482-2200
Fax: 617-542-7598
MA Employees: 115
Product/Service Description:
Provides life insurance.

FOREIGN PARENT/AFFILIATE:
Manufacturers Life Insurance Co.
200 Bloor Street
East Toronto, Ontario M4W 1E5
Canada

Marshall Steel

P.O. Box 9
15 3rd Street
Bondsville, MA 01009
Contact: Mr. Christopher Mathewson
Title: General Manager
Tel: 413-283-2922
Fax: 413-283-6870
MA Employees: 15
Product/Service Description:
Steel Service Center that resells steel.

FOREIGN PARENT/AFFILIATE:
Marshall Steel
R.R. 3 H.W. 25
Milton, Ontario L9T 4BC
Canada

Memotec Data, Inc.

40 High Street
North Andover, MA 01845
Contact: Mr. Gus Topalidis
Title: General Manager
Tel: 508-681-0600
Fax: 508-681-0660
MA Employees: 150
Product/Service Description:
Manufactures telephone modems.

FOREIGN PARENT/AFFILIATE:
Memotec
600 McCaffrey Street
St. Laurent, Quebec H4T 1N1
Canada

Nadco Directory Corporation
17 Hall Street
Lowell, MA 01854
Contact: Mr. John Hissink
Title: President
Tel: 508-458-6356
Fax: 508-937-0487
MA Employees: 300
Product/Service Description:
Publishes telephone directories.

FOREIGN PARENT/AFFILIATE:
BCE, Inc.
200 McGill College Avenue, Suite 2100
Montreal, Quebec H3A 3H7
Canada

Noma, Inc.
374 Congress Street
Boston, MA 02210
Contact: Mr. Harvey Weinstein
Title: Senior Vice President
Tel: 617-426-3939
Fax: 617-426-5039
MA Employees: 10
Product/Service Description:
Stores Christmas lights for distribution.

FOREIGN PARENT/AFFILIATE:
Noma International
4211 Yong Street
Willowdale, Ontario M2P 2A9
Canada

North American Security Life
695 Atlantic Avenue, Fourth Floor
Boston, MA 02111
Contact: Mr. William Atherton
Title: President
Tel: 617-439-6960
Fax: 617-439-3286
MA Employees: 100
Product/Service Description:
Provides sales of mutual funds and securities.

FOREIGN PARENT/AFFILIATE:
N. American Security Life Assurance Co.
5650 Yonge Street
North York, Ontario M2M 464
Canada

North River Plastics Corp.
51 Armstrong Road
Plymouth Industrial Park
Plymouth, MA 02360
Contact: Mr. Will Norris
Title: Plant Manager
Tel: 508-746-6016
Fax: 508-746-2891
MA Employees: 12
Product/Service Description:
Manufactures proprietary plastic items.

FOREIGN PARENT/AFFILIATE:
Dominion Textiles
1950 Sherbrooke Street West
Montreal, Quebec H3H 1E7
Canada

North Tech. Corporation
747 Main Street, Suite 126
Concord, MA 01742
Contact: Mr. Ed Flynn
Title: Regional Sales Manager
Tel: 508-371-0915
Fax: 508-371-2580
MA Employees: 1
Product/Service Description:
Markets connector products for electronics.

FOREIGN PARENT/AFFILIATE:
North Tech. Corporation
25 Riviera Drive
Markham, Ontario L3R 8N4
Canada

Northern Telecom, Inc.
1500 West Park Drive
Westboro, MA 01581
Contact: Mr. Dick Schumacher
Title: District Operations Manager
Tel: 508-366-0731
Fax: 508-870-5650
MA Employees: 25
Product/Service Description:
Provides sales, service and installation of switches for New England Telephone.

FOREIGN PARENT/AFFILIATE:
Northern Telecom Ltd.
3 Robert Spec Parkway
Mississauga, Ontario L4Z 3C8
Canada

NuBrite Chemical Co., Inc.

342 Second Street
Everett, MA 02149
Contact: Mr. Michel Gadbois
Title: VP/General Manager
Tel: 617-387-5000
Fax: 617-389-3946
MA Employees: 77
Product/Service Description:
Manufactures and distributes trade paint.

FOREIGN PARENT/AFFILIATE:
SICO, Inc.
2505 rue de la Metropole
Longueuil, Quebec J4G 1E5
Canada

Polysar Incorporated

RESINS DIVISION
29 Fuller Street
Leominster, MA 01453
Contact: Mr. Ian Cheyne
Title: General Manager
Tel: 508-537-9901
Fax: 508-840-0112
MA Employees: 200
Product/Service Description:
Manufactures pellets for plastic resins.

FOREIGN PARENT/AFFILIATE:
Polysar, Inc.
201 North Front Street
Sarnia, Ontario N7T 7V1
Canada

Promis Systems Corporation

138 Old River Road, Suite 108
Andover, MA 01810
Contact: Mr. David Staveley
Title: Director of Operations
Tel: 508-975-0090
Fax: 508-975-1649
MA Employees: 8
Product/Service Description:
Designs factory management systems for semiconductor, electronics, pharmaceutical, chemical, aerospace, and defense manufacturing.

FOREIGN PARENT/AFFILIATE:
Promis Systems Corporation
Crown Life Place, North Tower
175 Bloor Street East
Toronto, Ontario M4W 3R8
Canada

Senstar, Inc.

P.O. Box 434
Chelmsford, MA 01824
Contact: Mr. William Steadman
Title: President
Tel: 508-692-9595
Fax: 508-692-7653
MA Employees: 5
Product/Service Description:
Manufactures posted coaxial cable for underground security systems.

FOREIGN PARENT/AFFILIATE:
Senstar, Corp.
P.O. Box 13430
Kanata, Ontario K2K 1X5
Canada

Sentinel & Enterprise

808 Main Street
Fitchburg, MA 01420
Contact: Ms. Ann Frantz
Title: Managing Editor
Tel: 508-343-6911
Fax: 508-342-1158
MA Employees: 123
Product/Service Description:
Manufactures and distributes newspapers.

FOREIGN PARENT/AFFILIATE:
Thomson Newspapers Ltd.
65 Queen Street West
Toronto, Ontario M5H 2M8
Canada

Shreve, Crump and Low Company

330 Boylston Street
Boston, MA 02116
Contact: Mr. Kevin M. Jenness
Title: President
Tel: 617-267-9100
Fax: 617-266-9146
MA Employees: 160
Product/Service Description:
Retail sales of fine jewelry, china, silver, crystal, and antiques.

FOREIGN PARENT/AFFILIATE:
Henry Birks and Sons Ltd.
1240 Square Phillips
Montreal, Quebec H3D 3H4
Canada

Spectrum Signal Processing, Inc.
Westborough Office Park
1500 West Park Drive
Westborough, MA 01581
Contact: Mr. Michael Mertens
Title: President
Tel: 508-366-7355
Fax: 508-898-2772
MA Employees: 3
Product/Service Description:
Manufactures digital signal processing boards for personal computers and minicomputers.

FOREIGN PARENT/AFFILIATE:
Spectrum Signal Processing, Inc.
Suite 301, Discovery Park
3700 Gilmore Way
Burnaby, British Columbia V5G 4M1
Canada

Sun Life Assurance Co. of Canada
One Sun Life Executive Park
Wellesley Hills, MA 02181
Contact: Mr. David Horn
Title: Senior Vice President
Tel: 617-237-6030
Fax: 617-237-6309
MA Employees: 1,150
Product/Service Description:
Provides life insurance, pension plans, disability insurance, group dental insurance.

FOREIGN PARENT/AFFILIATE:
Sun Life Assurance Company of Canada
International Headquarters
Toronto, Ontario M5H 1S9
Canada

Taunton Daily Gazette
5 Cohanett Street
Taunton, MA 02780
Contact: Mr. Thomas Waller
Title: General Manager
Tel: 508-822-7121
Fax: 508-880-8813
MA Employees: 66
Product/Service Description:
Publishes a daily newspaper.

FOREIGN PARENT/AFFILIATE:
Thompson Newspapers Ltd., Inc.
65 Queen Street W.
Toronto, Ontario M5H 2M8
Canada

The Bank of Nova Scotia
P.O. Box 2799
101 Federal Street
Boston, MA 02110
Contact: Mr. Gary Yong
Title: General Manager
Tel: 617-737-6300
Fax: 617-951-2177
MA Employees: 30
Product/Service Description:
Provides corporate banking services.

FOREIGN PARENT/AFFILIATE:
The Bank of Nova Scotia
Halifax, Nova Scotia
44 King Street
West Toronto, Ontario M5H 1E2
Canada

Trans America Glass
45 Teed Drive
E. Randolph Industrial Park
Randolph, MA 02368
Contact: Mr. Ron Burnham
Title: Branch Manager
Tel: 617-986-2500
Fax: 617-963-0580
MA Employees: 23
Product/Service Description:
Distributes glass for industrial use.

FOREIGN PARENT/AFFILIATE:
Trans Canada Glass International, Inc.
4710 Kings Way
Burnaby, British Columbia V5H 4M2
Canada

Triple A Student Painters, Inc.
488 Boston Post Road, Suite D
Marlborough, MA 01752
Contact: Mr. Dean Howard
Title: Vice President
Tel: 508-481-5504
Fax: 508-481-9462
MA Employees: 50
Product/Service Description:
Provides retail and commercial painting.

FOREIGN PARENT/AFFILIATE:
Triple A Student Painters, Inc.
6185 Ordan Drive, Suite 221
Mississauga, Ontario L5T 2E1
Canada

Wood-Gundy
One 85 Devonshire Street, Suite 1108
Boston, MA 02110
Contact: Mr. Stephen Falzone
Title: Vice President
Tel: 617-726-2121
Fax: 617-426-3897
MA Employees: 4
Product/Service Description:
Investments management.

FOREIGN PARENT/AFFILIATE:
Wood-Gundy, Inc.
Investments
161 Bay Street
Toronto, Ontario M5J 2S8
Canada

CARIBBEAN
(See Netherland Antilles)

DENMARK

APV Crepaco
165 John L. Dietch Square
Attleboro Falls, MA 02763
Contact: Mr. Paul Miller
Title: General Manager
Tel: 508-695-7014
Fax: 508-695-7018
MA Employees: 20
Product/Service Description:
Manufactures spray dryers.

FOREIGN PARENT/AFFILIATE:
APV Anhydro A/S
8 Ostmarken
2860 Soeborg, Copenhagen
Denmark

Bruel and Kjaer Instruments, Inc.
185 Forest Street
Marlborough, MA 01752
Contact: Mr. Geoff Perry
Title: President
Tel: 508-481-7000
Fax: 508-485-0519
MA Employees: 90
Product/Service Description:
Manufactures and markets noise and analysis instrumentation, sound vibration and signal analysis equipment.

FOREIGN PARENT/AFFILIATE:
Bruel & Kjaer International Ltd.
23 Linde alle
2850 Naerum
Denmark

GN Telematics, Inc.
46 Manning Road
Billerica, MA 01821
Contact: Mr. Paul Hebfgaard
Title: President
Tel: 508-667-8644
Fax: 508-667-8260
MA Employees: 14
Product/Service Description:
Markets data peripherals and telephones.

FOREIGN PARENT/AFFILIATE:
GN Datacom
Maarkaervej 2A
2630 Taaftrup
Denmark

LEGO Futura APS
222 Third Street, Suite 1102
Cambridge, MA 02142
Contact: Mr. Allan Toft
Title: Manager, R&D
Tel: 617-876-6333
Fax: 617-492-8724
MA Employees: 8
Product/Service Description:
Engages in research and development of toys.

FOREIGN PARENT/AFFILIATE:
LEGO Futura APS
PU 4
7190 Billund
Denmark

ENGLAND

3i Corporation
99 High Street, Suite 1530
Boston, MA 02110
Contact: Mr. Peter Bollier
Title: Vice President
Tel: 617-542-8560
Fax: 617-542-0394
MA Employees: 25
Product/Service Description:
Engages in venture capital activities.

FOREIGN PARENT/AFFILIATE:
3i Group PLC
91 Waterloo Road
London SE1 8XP
England

APV Galin, Inc.
500 Research Drive
Wilmington Technology Park
Wilmington, MA 01887
Contact: Mr. Robert Cooper
Title: President
Tel: 508-988-9300
Fax: 508-988-9111
MA Employees: 60
Product/Service Description:
Markets homogenizers and high pressure pumps.

FOREIGN PARENT/AFFILIATE:
APV Co. Ltd.
Manor Royal
Crawley, Sussex RH110 2QB
England

Addison-Wesley Publishing Corp.
Jacob Way
Reading, MA 01867
Contact: Mr. Warren Stone
Title: President, CEO
Tel: 617-944-3700
Fax: 617-944-9338
MA Employees: 600
Product/Service Description:
Diversifed publishing company.

FOREIGN PARENT/AFFILIATE:
Pearson PLC
The Mill Bank Tower
London SW1P 4Q7
England

Aeonic KGS
46 Manning Road
Billerica, MA 01821
Contact: Mr. Richard Whiteman
Title: VP, Sales
Tel: 508-663-2300
Fax: 508-663-0089
MA Employees: 60
Product/Service Description:
Complete Integrated family of measurement and control products for the web processor from smart stand-alone gauging to linewide and plantwide computer integrated manufacturing.

FOREIGN PARENT/AFFILIATE:
Aeonic KGS Ltd.
Abex Road
Newbury RG14 5EL
England

Airco Industrial Gasses
Lawsbrook Road
South Acton, MA 01720
Contact: Mr. Robert Webster
Title: Sales Manager
Tel: 508-263-7767
Fax: 508-263-6014
MA Employees: 30
Product/Service Description:
Markets atmospheric industrial gasses and cylinders.

FOREIGN PARENT/AFFILIATE:
BOC Group, PLC
Hammersmith House
London W69 DX
England

Amchem
155-N New Boston Street
Woburn, MA 01801
Contact: Mr. John Stackhouse
Title: President
Tel: 617-938-0700
Fax: 617-935-8395
MA Employees: 12
Product/Service Description:
Provides sales and servicing of machine tools.

FOREIGN PARENT/AFFILIATE:
Amchem
Manor Drive
Sileby, Leicstershire LE12 7RZ
England

Amersham Tech OPS

40 North Avenue
Burlington, MA 01803
Contact: Ms. Lisa Barnes
Title: Human Resource Rep.
Tel: 617-272-2000
Fax: 617-273-2216
MA Employees: 50
Product/Service Description:
Manufactures radioisotope x-ray cameras for industrial uses.

FOREIGN PARENT/AFFILIATE:
Amersham International
Amersham Place
Little Chelfont
Buckinghamshire HP7 9NA
England

Amesbury Industries, Inc.

21 Water Street
Amesbury, MA 01913
Contact: Mr. James E. Slate
Title: President
Tel: 508-388-0581
Fax: 508-388-2614
MA Employees: 68
Product/Service Description:
Manufactures pile weather stripping products and plastic foam extrusions.

FOREIGN PARENT/AFFILIATE
Laird Group
3 St. James Square
London SW1 Y4JU
England

Andover Controls Corp.

York & Haverill Streets
300 Bristel Square
Andover, MA 01810
Contact: Mr. Bob Klein
Title: Director of Sales
Tel: 508-470-0555
Fax: 508-470-0946
MA Employees: 180
Product/Service Description:
Manufactures microcomputer-based building controllers.

FOREIGN PARENT/AFFILIATE:
BICC Andover Controls Corp.
Smisby Road
Ashby de La Zouch
Leicestershire LE6 5UG
England

Ann Plowden, Inc.

375 Commonwealth Avenue
Boston, MA 02115
Contact: Ms. Jane Ferguson
Title: Manager
Tel: 617-267-4705
Fax: 617-267-4705
MA Employees: 2
Product/Service Description:
Sells pressed and framed wedding bouquet pictures.

FOREIGN PARENT/AFFILIATE:
Ann Plowden
30 Bridle Street
Maidenhead Berkshire SL6 6RJ
England

B.I.C.C. Data Networks, Inc.

1800 West Park Drive
Westborough, MA 01581
Contact: Ms. Janice Roberts
Title: Managing Director
Tel: 508-898-2422
Fax: 508-898-3735
MA Employees: 30
Product/Service Description:
Manufactures and markets connectivity for local area data communication networks.

FOREIGN PARENT/AFFILIATE:
British Insulated Calendar Cable PLC
Theatre Networks
The System Center
Brindley Way
Hemel Hempstead, Hertfordshire HP3 9XJ
England

BTR Paper Group

60 William Street, Suite 300
Wellesley, MA 02181
Contact: Mr. John Thompson
Title: President
Tel: 617-237-1980
Fax: 617-237-1987
MA Employees: 10
Product/Service Description:
Sells products designed for the paper industry.

FOREIGN PARENT/AFFILIATE:
BTR PLC
87 Vincent Street
Silverton House
London SW1P 2PL
England

Balston, W.R., Inc.
703 Massachusetts Avenue
Lexington, MA 02173
Contact: Mr. Jeffrey Albert
Title: President
Tel: 617-861-7240
Fax: 617-862-4810
MA Employees: 35
Product/Service Description:
Manufactures industrial filters.

FOREIGN PARENT/AFFILIATE:
Whatman Reeve Angel Ltd.
Springfield Mill
Maidstone, Kent ME14 2LE
England

Barclays Bank International Ltd.
One Post Office Square
Boston, MA 02109
Contact: Mr. John McKenna
Title: Vice President
Tel: 617-423-1775
Fax: 617-357-8584
MA Employees: 28
Product/Service Description:
Provides corporate banking services.

FOREIGN PARENT/AFFILIATE:
Barclays Bank Ltd.
54 Lombard Street
London EC3 V9EX
England

Bardon Trimount, Inc.
P.O. Box 2089
5 Cherry Hill Drive
Danvers, MA 01923
Contact: Mr. Stewart Lamb
Title: President
Tel: 508-750-4200
Fax: 508-750-4200
MA Employees: 150 (average)
Product/Service Description:
Manufactures and supplies building materials including various concretes and liquid asphalts. Also engages in concrete and asphalt paving.

FOREIGN PARENT/AFFILIATE:
Bardon Group, PLC
Bardon Hill
Leicester LE6 2TL
England

Baring America Asset Management
77 Franklin Street
Boston, MA 02110
Contact: Mr. Peter Vermilye
Title: Chairman
Tel: 617-357-8480
Fax: 617-357-7150
MA Employees: 60
Product/Service Description:
Provides investment consulting services.

FOREIGN PARENT/AFFILIATE:
Baring Bros. and Co. Ltd.
8 Bishop's Gate
London EC2N 3AQ
England

Beta Instruments, Inc.
125 John Hancock Road
Taunton, MA 02780
Contact: Mr. Michael Connors
Title: Vice President
Tel: 508-880-0771
Fax: 508-824-8502
MA Employees: 11
Product/Service Description:
Manufactures wire and cable manufacturing instruments.

FOREIGN PARENT/AFFILIATE:
Beta Instruments Co. Ltd.
Halifax House, Halifax Road
Cressex Industrial Estate
Wychombe, Buckinghamshire HP12 35W
England

Blackwell Scientific Publications Ltd.
3 Cambridge Center
Cambridge, MA 02142
Contact: Mr. Jim Krosschell
Title: Managing Director
Tel: 617-225-0401
Fax: 617-225-0412
MA Employees: 20
Product/Service Description:
Publishes scientific and medical textbooks and journals.

FOREIGN PARENT/AFFILIATE:
B.H. Blackwell Ltd.
Osney Mead
Oxford OX2 0EL
England

Boston Wharf Co.
253 Summer Street, Suite 200
Boston, MA 02210
Contact: Mr. William Medeiros
Title: Controller
Tel: 617-426-6034
Fax: 617-330-5113
MA Employees: 19
Product/Service Description:
Manages and purchases real estate.

FOREIGN PARENT/AFFILIATE:
P & O Steam Navigation Co.
Four Carlton Gardens
London SW1Y 5AB
England

British Airways
Sears Crescent Building
City Hall Plaza
Boston, MA 02108
Contact: Mr. James Powers
Title: District Sales Manager
Tel: 617-367-2050
Fax: 617-367-9485
MA Employees: 80
Product/Service Description:
International airline and cargo service.

FOREIGN PARENT/AFFILIATE:
British Airways PLC
Heathrow Airport
Hounslow TW6 25A
England

Burberry's Ltd.
2 Newbury Street
Boston, MA 02116
Contact: Mr. Paul Senecals
Title: General Manager
Tel: 617-236-1000
Fax: 617-236-4677
MA Employees: 20
Product/Service Description:
Retail sale of apparel.

FOREIGN PARENT/AFFILIATE:
Burberry's Ltd.
18-22 Haymarket
London SW1 X4DQ
England

E. Butterworth Co., Inc.
1951 Lakeview Avenue
Dracut, MA 01826
Contact: Mr. Robert Travis
Title: President
Tel: 508-957-3500
Fax: 508-957-6992
MA Employees: 10
Product/Service Description:
Imports and distributes cotton and textile waste; exports fibers.

FOREIGN PARENT/AFFILIATE:
E. Butterworth Co. Ltd.
21 Pollard Street
Ancoats, Manchester
Lancashire M47 AC
England

Butterworth Publishers, Inc.
80 Montvale Avenue
Stoneham, MA 02180
Contact: Ms. Susan Hunter
Title: Vice President
Tel: 617-438-8464
Fax: 617-438-1479
MA Employees: 150
Product/Service Description:
Publishes professional reference books.

FOREIGN PARENT/AFFILIATE:
Reed International Ltd.
Reed House
82 Picadilly
London W1Y 1ES
England

CFO Publishing Company
253 Summer Street
Boston, MA 02210
Contact: Mr. David Laird
Title: Publisher
Tel: 617-345-9700
Fax: 617-951-4090
MA Employees: 18
Product/Service Description:
Publishes a magazine for financial executives.

FOREIGN PARENT/AFFILIATE:
The Economist Newspaper Group Inc.
64 The Mall
Ealing
London W55 WLS
England

Cahners Publishing Co.
275 Washington Street
Newton, MA 02158
Contact: Mr. Robert Krakoff
Title: President
Tel: 617-964-3030
Fax: 617-558-4667
MA Employees: 600
Product/Service Description:
Publishes industrial trade and business magazines.

FOREIGN PARENT/AFFILIATE:
Reed International, PLC
Reed House
6 Chesterfield Gardens
London W1A 1EJ
England

Calidus System, Inc.
1601 Trapelo Road
Waltham, MA 02154
Contact: Mr. Paul Movsasian
Title: Vice President
Tel: 617-684-1200
Fax: 617-684-1224
MA Employees: 35
Product/Service Description:
Manufactures software for distribution systems.

FOREIGN PARENT/AFFILIATE:
Calidus Systems Ltd.
79/83 Great Portland Street
London W1N 5RA
England

Cardinal Tools, Inc.
22 Chestnut Place
Needham, MA 02192
Contact: Mr. Barry Miller
Title: Operations Manager
Tel: 617-449-0819
Fax: 617-449-0436
MA Employees: 5
Product/Service Description:
Imports and distributes tools.

FOREIGN PARENT/AFFILIATE:
Brook Cutting Tools PLC
Wellthorne Works
Stone Lane
Woodhouse, Sheffield S13 7PT
England

Celestion Industries, Inc.
89 Doug Brown Way
Holliston, MA 01746
Contact: Mr. Peter Wellicott
Title: Executive Vice President
Tel: 508-429-6706
Fax: 508-429-2426
MA Employees: 14
Product/Service Description:
Distributes hi-fi and professional loudspeakers.

FOREIGN PARENT/AFFILIATE:
Celestion Industries Ltd.
130 Mount Street
London W1Y 5HA
England

Centorr-Vacuum Industries
34 Linden Street
Somerville, MA 02143
Contact: Mr. Larry Fendrick
Title: General Manager
Tel: 617-666-5450
Fax: 617-776-8605
MA Employees: 110
Product/Service Description:
Manufactures industrial furnaces.

FOREIGN PARENT/AFFILIATE:
TI Group PLC
50 Curvon Street
London W1Y 7PN
England

Centros Properties, Inc.
176 Federal Street
Boston, MA 02110
Contact: Ms. Ranne P. Warner
Title: President
Tel: 617-439-3030
Fax: 617-439-3038
MA Employees: 10
Product/Service Description:
Develops real estate.

FOREIGN PARENT/AFFILIATE:
Centros Properties Ltd.
Stratton House
Stratton Street
London W1X 6NJ
England

Cetrek, Inc.
254 Church Street
Pembroke, MA 02353
Contact: Mr. Roger Brudenell
Title: Vice President
Tel: 617-826-7497
Fax: 617-826-2495
MA Employees: 5
Product/Service Description:
Distributes autopilot and fluxgate heading sensors.

FOREIGN PARENT/AFFILIATE:
Marinex Industries & Cetrek Ltd.
1 Factory Road, Upton
Poole, Dorset BH16 5SJ
England

Comet Products
6 Stuart Road
Chelmsford, MA 01824
Contact: Mr. Stephen Morehouse
Title: Vice President of Finance
Tel: 508-256-6551
Fax: 508-256-1614
MA Employees: 250
Product/Service Description:
Manufactures plastic cups, dishes, cutlery, and promotional printed cups through injection and thermoforming.

FOREIGN PARENT/AFFILIATE:
John Waddington
Wakefield Road
Leeds LS10 3TP
England

Commercial Union Insurance Co.
One Beacon Street
Boston, MA 02108
Contact: Mr. Kenneth Duffy
Title: President
Tel: 617-725-6000
Fax: 617-725-6702
MA Employees: 1,100
Product/Service Description:
Provides property and casualty insurance.

FOREIGN PARENT/AFFILIATE:
Commercial Union Assurance Co. Ltd.
St. Helen's
1 Undershaft
London EC3 PDQ
England

Computational Mechanics, Inc.
25 Bridge Street
Billerica, MA 01821
Contact: Mr. Carlos Brebbia
Title: President
Tel: 508-667-5841
Fax: 508-667-7582
MA Employees: 8
Product/Service Description:
Publishes engineering and environmental books and journals.

FOREIGN PARENT/AFFILIATE:
Computational Mechanics Ltd.
Ashford Urst Lodge
Ashford, South Hampton SO4 2AA
England

Computerline Ltd.
52 School Street
Pembroke, MA 02359
Contact: Mr. Walford Pears
Title: President
Tel: 617-294-1111
Fax: 617-294-4969
MA Employees: 6
Product/Service Description:
Markets project management software.

FOREIGN PARENT/AFFILIATE:
Computerline Ltd.
Haverstock House, 319 Woodham Lane
Woodham, Waybridge
Surrey KT15 ISO
England

Comshare, Inc.
Wellesley Office Park
60 Williams Street
Wellesley, MA 02181
Contact: Mr. Christopher Huff
Title: District Manager
Tel: 617-235-3650
Fax: 617-237-8577
MA Employees: 25
Product/Service Description:
Develops and markets software.

FOREIGN PARENT/AFFILIATE:
Comshare Ltd.
European Computer Center
P.O. Box 197
London SW3 5R1
England

Conam Inspection, Inc.
6 Huron Drive
Natick, MA 01760
Contact: Mr. Arthur Haley
Title: General Manager
Tel: 508-653-5950
Fax: 508-659-2974
MA Employees: 90
Product/Service Description:
Provides materials testing and inspection.

FOREIGN PARENT/AFFILIATE:
Stavely Industries PLC
Stavely House
11 Dingwall Road
Croydon CR9 3DB
England

Conran Stores
26 Exeter Street
Boston, MA 02116
Contact: Ms. Julie Schaum
Title: Store Manager
Tel: 617-266-2836
Fax: 617-247-6895
MA Employees: 15
Product/Service Description:
Offers retail sales of home furnishings.

FOREIGN PARENT/AFFILIATE:
Habitat Storehouse
Heals Building
196 Tauttenham Court Road
London W1P 9LD
England

DRG Medical Packaging, Gothic
150 Homer Avenue
Ashland, MA 01721
Contact: Mr. Tony Paolino
Title: Sales Manager
Tel: 508-881-2440
Fax: 508-881-7234
MA Employees: 49
Product/Service Description:
Manufactures and distributes sterilizable medical packaging.

FOREIGN PARENT/AFFILIATE:
DRG Medical Packaging
1 Redcliffe Street
Bristol BS99 7QY
England

Davies Turner and Co.
69 Broad Street
Boston, MA 02110
Contact: Mr. Jack Cook
Title: President
Tel: 617-357-5044
Fax: 617-357-5509
MA Employees: 4
Product/Service Description:
Freight forwarding and customs house broker.

FOREIGN PARENT/AFFILIATE:
Davies Turner and Co. Ltd.
Spedition House
326 Queenstown Road
London SW8 4NG
England

Delta/Suprenant Wire & Cable, Inc.
172 Sterling Street
Clinton, MA 01510
Contact: Mr. Gary Evans
Title: President
Tel: 508-365-6331
Fax: 508-365-4054
MA Employees: 400
Product/Service Description:
Manufactures wire and cable.

FOREIGN PARENT/AFFILIATE:
Delta Group PLC
1 Kingsway
London WC2B 6XF
England

Design-Mark Industries, Inc.
3 Kendrick Road
Wareham, MA 02571
Contact: Ms. Susan Hume
Title: Materials Manager
Tel: 508-295-9591
Fax: 508-295-6752
MA Employees: 60
Product/Service Description:
Manufactures decals, labels, overlays and membrane switches.

FOREIGN PARENT/AFFILIATE:
Ferguson International Holdings PLC
Appleby Castle
Cumbria CA16 6XH
England

Didax Education Resources, Inc.

1 Centenniel Drive
Peabody, MA 01960
Contact: Mr. K.A. Borchersen
Title: VP Marketing
Tel: 508-535-4757
Fax: 508-532-9277
MA Employees: 17
Product/Service Description:
Markets educational aids.

FOREIGN PARENT/AFFILIATE:
Philip and Tacey Ltd.
North Way
Andover, Hampshire SP10 5BA
England

Dunkin' Donuts, Inc.

P.O. Box 312
14 Pacela Park Drive
Randolph, MA 02368
Contact: Mr. Robert Rosenberg
Title: Chairman of the Board
Tel: 617-961-4000
Fax: 617-963-2913
MA Employees: 1,580
Product/Service Description:
Donut and coffee shops.

FOREIGN PARENT/AFFILIATE:
Allied Lyons PLC
24 Portland Place
London W1N 4BB
England

Dyonics, Inc.

160 Dascomb Road
Andover, MA 01810
Contact: Mr. Charles Frederico
Title: General Manager
Tel: 508-470-2800
Fax: 508-470-2227
MA Employees: 200
Product/Service Description:
Manufactures and markets arthroscopic and orthopedic medical equipment.

FOREIGN PARENT/AFFILIATE:
Smith & Nephew Ltd.
2 Temple Place
Victoria Embankment
London WCZR 3BP
England

Ebtec Corp.

P.O. Box 465
Agawam, MA 01001
Contact: Mr. David Huntley
Title: President
Tel: 413-786-0393
Fax: 413-789-2851
MA Employees: 82
Product/Service Description:
Provides laser and electronic beam welding services.

FOREIGN PARENT/AFFILIATE:
TI Group PLC
Foxcombe Court
Abbington Business Park
Abbington, Oxon OX14 1UH
England

Edwards High Vacuum International

301 Ballardvale Street
Wilmington, MA 01887
Contact: Mr. Rod Stradling
Title: President
Tel: 508-658-5410
Fax: 508-658-7965
MA Employees: 130
Product/Service Description:
Manufactures high vacuum components and systems.

FOREIGN PARENT/AFFILIATE:
Edwards High Vacuum International
Manor Royal Crawley
West Sussex RH10 2LW
England

Electro Powerpacs Corporation

253 Norfolk Street
Cambridge, MA 02139
Contact: Mr. Russell Davis
Title: President
Tel: 617-876-9220
Fax: 617-661-4400
MA Employees: 36
Product/Service Description:
Manufactures and markets emergency lighting equipment and power supplies.

FOREIGN PARENT/AFFILIATE:
Menvier Swain Group PLC
Southham Road
Danbury-Oxon OX16 7RX
England

Emeral Corporation
116 Worcester Road
Grafton, MA 01536
Contact: Mr. Vincent Dauphinais
Title: President
Tel: 508-839-4475
Fax: 508-839-7418
MA Employees: 220
Product/Service Description:
Provides concrete, sand and gravel supplies.

FOREIGN PARENT/AFFILIATE:
Egerton Trust
9 Chesterfield Street
London W1X 7HF
England

Faber and Faber, Inc.
50 Cross Street
Winchester, MA 01890
Contact: Mr. Tom Kelleher
Title: President
Tel: 617-721-1427
Fax: 617-729-2783
MA Employees: 7
Product/Service Description:
Publishes books.

FOREIGN PARENT/AFFILIATE:
Faber and Faber Ltd.
3 Queen Square
London WC1N 3AU
England

Fenwal, Inc.
400 Main Street
Ashland, MA 01721
Contact: Mr. Joseph Petkuanas
Title: V.P. Sales/Marketing
Tel: 508-881-2000
Fax: 508-881-8869
MA Employees: 700
Product/Service Description:
Manufactures process control devices.

FOREIGN PARENT/AFFILIATE:
Williams Holdings, PLC
Pentagon House
Surf Frank Whittle Road
Durby DE2 4EE
England

Ferranti International
P.O. Box 709
Falmouth Heights Road
Falmouth, MA 02540
Contact: Mr. Francis Lowell
Title: President
Tel: 508-548-5800
Fax: 508-540-3835
MA Employees: 60
Product/Service Description:
Manufactures and markets oceanographic research equipment including a flow meter and on-track point system.

FOREIGN PARENT/AFFILIATE:
Ferranti International PLC
Bridge House
Park Road, Gatley
Cheadle, Cheshire SK8 4HZ
England

I. Foulds & Sons, Inc.
Cherry Street
Hudson, MA 01749
Contact: Ms. Marcia Beals
Title: Treasurer
Tel: 508-562-5152
Fax: 508-568-9359
MA Employees: 3
Product/Service Description:
Imports and distributes raw leather.

FOREIGN PARENT/AFFILIATE:
I. Foulds & Sons Ltd.
Parkwood Street
Keighly, West Yorkshire BD21 4PL
England

Gardner and Preston Moss, Inc.
One Winthrop Square
Boston, MA 02110
Contact: Mr. John Gardner
Title: Chairman
Tel: 617-482-6500
Fax: 617-482-1487
MA Employees: 100
Product/Service Description:
Provides investment advising services.

FOREIGN PARENT/AFFILIATE:
Invesco MIN PLC
Salisbury House
16 Finsbury Circus
London EC2M 5QL
England

Garnar Booth, Inc.
24 Main Street
Peabody, MA 01960
Contact: Mr. Kenneth Chapman
Title: President
Tel: 508-531-3730
Fax: 508-531-5962
MA Employees: 6
Product/Service Description:
Imports and exports hides, skins, and leather.

FOREIGN PARENT/AFFILIATE:
Garnar Booth Ltd.
Grange House
84/86 Borough High Street
London SE1 1LN
England

Gary Chemical Corporation
Pioneer Industrial Park
Gitto Drive, Box 808
Leominster, MA 01453
Contact: Mr. Gary Gitto
Title: President
Tel: 508-537-8071
Fax: 508-840-0015
MA Employees: 250
Product/Service Description:
Manufactures PVC chemical compounds for various industries.

FOREIGN PARENT/AFFILIATE:
Evode Group PLC
Common Road
Stafford ST16 3EH
England

General Metal Finishing Co.
42 Frank Mossberg Drive
Attleboro, MA 02703
Contact: Mr. Steve Chatfield
Title: VP Marketing
Tel: 508-226-5606
Fax: 508-226-5626
MA Employees: 120
Product/Service Description:
Provides metal pleating services for electronics and some decorative products.

FOREIGN PARENT/AFFILIATE:
Cookson Group PLC
130 Wood Street
London EC2 V6EQ
England

Holmes Products Corporation
233 Fortune Boulevard
Milford, MA 01757
Contact: Mr. David Dusseault
Title: Chief Financial Officer
Tel: 508-634-8050
Fax: 508-634-1211
MA Employees: 55
Product/Service Description:
Distributes small electrical appliances.

FOREIGN PARENT/AFFILIATE:
Pentland Industries PLC
The Pentland Centre
Lakeside, Squires Lane
Finchley, London N3 2QL
England

IBC USA Publications, Inc.
P.O. Box 8008
Hollston, MA 01746
Contact: Mr. Jonathan Bloch
Title: Publisher
Tel: 508-429-5930
Fax: 508-429-2452
MA Employees: 50
Product/Service Description:
Publishes financial newsletters and reports.

FOREIGN PARENT/AFFILIATE:
IBC Holdings PLC
The Ludgate House
107 Fleet Street
London EC4A 2AB
England

I.C.I. Americas, Inc.
333 Main Street
Dighton, MA 02715
Contact: Mr. Ronald Holbeck
Title: Manager
Tel: 508-669-6731 ext. 223
Fax: 508-669-6731
MA Employees: 240
Product/Service Description:
Manufactures and imports dye stuffs, anti-oxidents, firefighting chemicals, and chemical specialties.

FOREIGN PARENT/AFFILIATE:
Imperial Chemical Industries, PLC
Imperial Chemical Industries
Millbank
London SW1 P3JF
England

I.C.I. Resins US
730 Main Street
Wilmington, MA 01887
Contact: Dr. Robert Kruger
Title: President
Tel: 508-658-5400
Fax: 508-657-7978
MA Employees: 350
Product/Service Description:
Manufactures and distributes industrial chemicals.

FOREIGN PARENT/AFFILIATE:
Imperial Chemical Industries, PLC
Millbank
London SW1 P3JF
England

ICL North America
84 State Street
Boston, MA 02109
Contact: Mr. Ed Gregory
Title: Sales Manager
Tel: 617-367-1219
Fax: 617-367-1205
MA Employees: 25
Product/Service Description:
Designs complete information systems for communications and office automation.

FOREIGN PARENT/AFFILIATE:
STC PLC
1 Columbia Centre, Market Street
Borackwell, Berkshire
London RG12 1JG
England

ITI
109 Terrace Hall Avenue
Burlington, MA 01803
Contact: Mr. Anthony Jenkins
Title: President
Tel: 617-272-7233
Fax: 617-273-3066
MA Employees: 25
Product/Service Description:
Imports and distributes vapor detection instruments.

FOREIGN PARENT/AFFILIATE:
Analytic Instruments Ltd.
London Road
Panpisford
Cambridge H34 42O
England

Infrared Engineering, Inc.
Prospect Hill Executive Office Park
200 Fifth Avenue
Waltham, MA 02254
Contact: Mr. David Briggs
Title: President
Tel: 617-890-6552
Fax: 617-890-6552
MA Employees: 14
Product/Service Description:
Imports, assembles, and markets Infrared measuring instruments and components.

FOREIGN PARENT/AFFILIATE:
Infrared Engineering Ltd.
Galliford Road
The Causeway
Maldon, Essex CM9 7XD
England

Isabelle Collins of London
115 Newbury Street
Boston, MA 02116
Contact: Mr. David Beal
Title: Manager
Tel: 617-266-8699
Fax: not available
MA Employees: 1
Product/Service Description:
Antique store.

FOREIGN PARENT/AFFILIATE:
Isabelle Collins
28 Phoenix Lodge
Brook Green
London W67BG
England

Jaeger of London
The Mall at Chestnut Hill
Newton, MA 02167
Contact: Mr. Noel Lerand
Title: District Manager
Tel: 617-527-1785
Fax: not available
MA Employees: 20
Product/Service Description:
Retail sales of men's and women's designer sportswear.

FOREIGN PARENT/AFFILIATE:
Jaeger Holdings Ltd.
Jaeger House
57 Broadwick Street
London W11FU
England

D.G. Jones, Inc.

929 Massachusetts Avenue, Suite 02 B
Cambridge, MA 02139
Contact: Mr. Charles McGrory
Title: Director
Tel: 617-661-2546
Fax: 617-492-3383
MA Employees: 2
Product/Service Description:
Provides construction cost consulting, quantity surveying, and project management.

FOREIGN PARENT/AFFILIATE:
Jones, D.G. and Partners Ltd.
34 The Quadrant
Richmond, Surrey TW9 1DN
England

KRH Rolls, Inc.

P.O. Box 422
10 Lucci Drive
Orange, MA 01364
Contact: Mr. Norman Brodeur
Title: General Manager
Tel: 508-544-7803
Fax: 508-544-6748
MA Employees: 32
Product/Service Description:
Manufactures industrial rolls, squeeze units, and hard chrome plater.

FOREIGN PARENT/AFFILIATE:
Scapa Group PLC
Oakfield House
93 Preston New Road
Blackburn, Lancashire BB2 6AY
England

Lantor Fibertaxis, Inc.

P.O. Box 191
125 Depot Street
Bellingham, MA 02019
Contact: Mr John Brooks, Jr.
Title: President
Tel: 508-966-1311
Fax: 508-966-1605
MA Employees: 125
Product/Service Description:
Manufactures non-woven industrial textiles.

FOREIGN PARENT/AFFILIATE:
Tootal Group PLC
Tootal House
19/21 Spring Gardens
Manchester M60 2TL
England

Logica Data Architects, Inc.

245 Winter Street
Waltham, MA 02154
Contact: Mr. Martin Cooperstein
Title: Chairman
Tel: 617-890-7730
Fax: 617-890-5034
MA Employees: 250
Product/Service Description:
Develops and markets software for financial systems.

FOREIGN PARENT/AFFILIATE:
Logica Ltd.
64 Newman Road
London W1A 4SE
England

Logica Technology Systems, Inc.

372 Washington Street
Wellesley Hills, MA 02089
Contact: Mr. Robert Reid
Title: President
Tel: 617-235-2424
Fax: 617-237-9763
MA Employees: 60
Product/Service Description:
Develops and markets software for the communications and defense industries.

FOREIGN PARENT/AFFILIATE:
Logica Ltd.
64 Newman Road
London W1A 4SE
England

Lucas Epsco, Inc.

99 South Street
Hopkinton, MA 01748
Contact: Mr. Wayne Coffin
Title: President
Tel: 508-435-2400
Fax: 508-435-2022
MA Employees: 180
Product/Service Description:
Manufactures electronic communications equipment.

FOREIGN PARENT/AFFILIATE:
Lucas Industries PLC
Lucas Industrial Systems Limited
Edgbastion House
3 Duckers Place, Hagley Road
Birmingham B16 8NH
England

Lucas G-S, Inc.
P.O. Box 1400
537 Great Road
Littleton, MA 01460
Contact: Mr. John Pendergrass
Title: President
Tel: 508-486-3514
Fax: 508-486-9862
MA Employees: 86
Product/Service Description:
Manufactures hearing test equipment.

FOREIGN PARENT/AFFILIATE:
Lucas Industries PLC
Lucas Industrial Systems Limited
Edgbastion House
3 Duckers Place, Hagley Road
Birmingham B16 8NH
England

MSAS Cargo International
140 Eastern Avenue, Suite 100
Chelsea, MA 02150
Contact: Mr. Tony Medeiros
Title: Station Manager
Tel: 617-889-4210
Fax: 617-884-4195
MA Employees: 13
Product/Service Description:
Provides freight forwarding services.

FOREIGN PARENT/AFFILIATE:
MSAS **Cargo International**
Cory House, 12th Floor
The Ring, Blacknell
Berkshire RG12 1A2
England

Manager Software Products, Inc.
131 Hartwell Avenue
Lexington, MA 02173
Contact: Mr. David DeCosta
Title: CEO
Tel: 617-863-5800
Fax: 617-861-6130
MA Employees: 50
Product/Service Description:
Develops software for CASE systems.

FOREIGN PARENT/AFFILIATE:
Management Systems Programming Ltd.
26-28 Dorset Square
London NW1 60G
England

Manifold Indexing
92 South Street
Hopkinton, MA 01748
Contact: Mr. Emil Lonardo
Title: Vice President
Tel: 508-435-9004
Fax: 508-435-3616
MA Employees: 5
Product/Service Description:
Manufactures marketing warehouse indexers, oscillators, pick and place robots.

FOREIGN PARENT/AFFILIATE:
Manifold Industries Ltd.
Seymour Road
Leyton
London E10 7L7
England

MD-Both Industries
40 Nickerson Road
Ashland, MA 01721
Contact: Mr. Scott Fields
Title: VP Marketing
Tel: 508-881-4100
Fax: 508-881-1656
MA Employees: 21
Product/Service Description:
Manufactures bronze, copper and aluminum powders, pastes and offset ink.

FOREIGN PARENT/AFFILIATE:
Wolstenholme Bronze Powders Ltd.
Springfield House
P.O. Box 14
Darwen, Lancashire BB3 0RX
England

Miller Communications, Inc.
607 Boylston Street
Boston, MA 02116
Contact: Ms. Andrea Der Boghosian
Title: Executive Vice President
Tel: 617-536-0470
Fax: 617-536-2772
MA Employees: 52
Product/Service Description:
Provides communications information.

FOREIGN PARENT/AFFILIATE:
Shandwick PLC
61 Grosvenor Street
London W1X 9DA
England

Miller-Freedman Publishing Co.
1050 Commonwealth Avenue
Boston, MA 02215
Contact: Mr. Steven Shuldenfrey
Title: Director
Tel: 617-232-5470
Fax: 617-232-0854
MA Employees: 33
Product/Service Description:
Publishes trade and electronics magazines.

FOREIGN PARENT/AFFILIATE:
United Newspapers PLC
Ludgate House Street
245 Blackfriar Road
London FE1 9UY
England

Mount Hope Machinery
15 Fifth Street
Taunton, MA 02780
Contact: Mr. Neal August
Title: President
Tel: 508-824-6994
Fax: 508-822-3962
MA Employees: 26
Product/Service Description:
Manufactures web control equipment and curved rolls.

FOREIGN PARENT/AFFILIATE:
BTR Ltd.
Silver Town House
Vincent Square
London SW10 2PL
England

NET Atlantic
CAMBRIDGE DIVISION
12 Oak Road
Bedford, MA 01730
Contact: Ms. Deborah McGraph
Title: Division Manager
Tel: 617-275-3535
Fax: 617-275-7411
MA Employees: 90
Product/Service Description:
Provides analytical and testing services of environmental samples.

FOREIGN PARENT/AFFILIATE:
Ocean Group PLC
47 Russell Square
London WC1B 4JP
England

Navtec, Inc.
P.O. Box 1266
527 Great Road
Littleton, MA 01460
Contact: Mr. Norman Wentworth
Title: President
Tel: 508-486-3163
Fax: 508-486-9291
MA Employees: 45
Product/Service Description:
Manufactures rigs and hydraulics for sailboats.

FOREIGN PARENT/AFFILIATE:
Benjamin Priest Group PLC
P.O. Box 38
Priest Street, Graydlee-Heath
Marley, West Midlands B64 6JW
England

New England Instruments
Kendall Lane
Natick, MA 01760
Contact: Mr. Dana Skaddan
Title: General Manager
Tel: 508-875-9711
Fax: 508-872-8437
MA Employees: 60
Product/Service Description:
Manufactures variable resistors.

FOREIGN PARENT/AFFILIATE:
Siebe PLC
Faxon House, 2-4 Western Street
Windsor
Berkshire SL4 1EN
England

Norman, Rourke, Inc.
21 Custom House Street, Suite 210
Boston, MA 02110
Contact: Mr. Paul Stanislas
Title: Associate Partner
Tel: 617-737-8668
Fax: 617-439-4331
MA Employees: 2
Product/Service Description:
Provides real estate consulting, property management, chartered surveying.

FOREIGN PARENT/AFFILIATE:
Norman, Rourke & Partners
63 Grosvenor Street
London W1X 9DA
England

On Track Instruments, Inc.

340 Fordham Road
Wilmington, MA 01887
Contact: Ms. Julianna Borsody
Title: Finance Manager
Tel: 508-658-3767
Fax: 508-657-5954
MA Employees: 25
Product/Service Description:
Manufactures and sells instruments which detect gas leaks from industrial products and which detect terrorist bombs.

FOREIGN PARENT/AFFILIATE:
Meggitt Controls
Coliseum Business Centre
Watchmoor Park
Camberly, Surrey GU15 3AQ
England

Oxford Instruments N. America, Inc.

3A Alfred Circle
Bedford, MA 01730
Contact: Mr. Michael Cassidy
Title: President
Tel: 617-275-4350
Fax: 617-275-8275
MA Employees: 18
Product/Service Description:
Provides sales and servicing of superconducting magnets and cyrogenic equipment.

FOREIGN PARENT/AFFILIATE:
Oxford Instruments Group PLC
Osney Mead
Oxford OX2 0DX
England

PK Morgan Instruments, Inc.

2 Dundee Park, Level 1
Andover, MA 01810
Contact: Mr. Patrick Morgan
Title: President
Tel: 508-470-0473
Fax: 508-474-0137
MA Employees: 12
Product/Service Description:
Manufactures medical instruments.

FOREIGN PARENT/AFFILIATE:
PK Morgan Ltd.
4 Bloors Lane
Lainham Gillingham
Kent NE8 7ED
England

Paule Chemical Corporation

9 Corwin Street
Peabody, MA 01960
Contact: Mr. Jon W. Buchard
Title: General Manager
Tel: 508-532-0520
Fax: 508-532-2412
MA Employees: 35
Product/Service Description:
Manufactures shoe finishes and dressings.

FOREIGN PARENT/AFFILIATE
Imperial Chemical Industries
9 Millbank
London SW1P 3JF
England

Permuthane Coatings, Inc.

P.O. Box 3039
Corwin Street
Peabody, MA 01960
Contact: Mr. Joseph Ossoff
Title: General Manager
Tel: 508-531-1880
Fax: 508-531-1885
MA Employees: 300
Product/Service Description:
Manufactures vinyl and urethane coatings.

FOREIGN PARENT/AFFILIATE:
Imperial Chemical Industries PLC
Babewell Road
Loughborough, Leicestershire LE11 ORD
England

Petep Storm (Atlantic) Ltd.

P.O. Box 451
52 Bradford Street
Concord, MA 01742
Contact: Mr. George Haynes
Title: President
Tel: 508-371-0270
Fax: 508-369-1305
MA Employees: 9
Product/Service Description:
Markets rain gear.

FOREIGN PARENT/AFFILIATE:
Peter Storm, Inc.
14 High Pavement
Nottingham NG1 1HP
England

Plastic Systems, Inc.
50 Bigham Street
Marlborough, MA 01752
Contact: Mr. Michael Gordon
Title: President
Tel: 508-485-7390
Fax: 508-480-0257
MA Employees: 50
Product/Service Description:
Manufactures static eliminators.

FOREIGN PARENT/AFFILIATE:
Tace PLC
Essex Street
Essex Hall
London WC2R 3JD
England

Polymetallurgical Corporation
262 Broad Street
North Attleboro, MA 02760
Contact: Mr. Armand Iskendarian
Title: President
Tel: 508-695-9312
Fax: 508-695-7512
MA Employees: 40
Product/Service Description:
Manufactures heat and pressure sensitive metals.

FOREIGN PARENT/AFFILIATE:
Cookson Group PLC
130 Wood Street
London EC21 6EQ
England

Pyrok, Inc.
8F Henshaw Street
Woburn, MA 01801
Contact: Mr. Frank Persico
Title: Branch Manager
Tel: 617-933-1622
Fax: 617-932-6664
MA Employees: 3
Product/Service Description:
Distributes Pyrok insulation.

FOREIGN PARENT/AFFILIATE:
Pyrok Surface Treatments Ltd.
Brue Way
Walrow Highbridge
Somerset TA9 4AW
England

Racal Interlan, Inc.
155 Swanson Road
Boxboro, MA 01719
Contact: Mr. Randy Phillips
Title: President
Tel: 508-263-9929
Fax: 508-263-8655
MA Employees: 300
Product/Service Description:
Manufactures and markets network products.

FOREIGN PARENT/AFFILIATE:
Racal PLC
Richmond Court
309 Fleet Road
Fleet, Hampshire GU1 38BU
England

Racal-Redac, Inc.
238 Littleton Road
Westford, MA 01886
Contact: Dr. Lutz Henckels
Title: President
Tel: 508-692-4900
Fax: 508-692-4725
MA Employees: 50
Product/Service Description:
Develops software and computer systems integration.

FOREIGN PARENT/AFFI IATE:
Racal-Redac Systems Ltd.
Green Lane
Newton Tewkesbury
Gloucestershire GL20 8HE
England

Reed Publishing USA
275 Washington Street
Newton, MA 02158
Contact: Mr. Robert Krakoff
Title: President
Tel: 617-964-3030
Fax: 617-558-4667
MA Employees: 3,000
Product/Service Description:
Publishes business journals and directories.

FOREIGN PARENT/AFFILIATE:
Reed International PLC
Reed House
6 Chesterfield Gardens
London W1A 1EJ
England

Republic Hogg Robinson, Inc.
20 Custom House Street
Boston, MA 02110
Contact: Mr. M. Renwick Severance
Title: Vice President
Tel: 617-330-5100
Fax: 617-330-6940
MA Employees: 90
Product/Service Description:
Provides insurance for property, casualty health, life, employee benefits, and pension plans.

FOREIGN PARENT/AFFILIATE:
Hogg Group PLC
Lloyds Chambers
One Portsoken Street
London E1 8DF
England

Reuters Information Service
53 State Street
Boston, MA 02109
Contact: Mr. Brian Delacey
Title: District Manager
Tel: 617-367-4100
Fax: 617-367-4108
MA Employees: 40
Product/Service Description:
Markets real time and historical news.

FOREIGN PARENT/AFFILIATE:
Reuters
85 Fleet Street
London EC4P 4AJ
England

S.G. Warburg
31 Milk Street
Boston, MA 02109
Contact: Mr. Charles Aucoin
Title: Manager
Tel: 617-451-0490
Fax: 617-451-7517
MA Employees: 13
Product/Service Description:
Provides stock brokerage services.

FOREIGN PARENT/AFFILIATE:
S.G. Warburg and Co. Ltd.
2 Finsbury
London EC2M 2PA
England

Saga International Holiday Ltd.
120 Boylston Street
Boston, MA 02116
Contact: Mr. Jerry Foster
Title: Executive Director
Tel: 617-451-6808
Fax: 617-451-6474
MA Employees: 100
Product/Service Description:
Offers tour operations, specializing in clients over 60 years old.

FOREIGN PARENT/AFFILIATE:
Saga International Holidays Ltd.
119 Sandgate Road, Middleburg Square
Folkestone, Kent CT2 01AZ
England

Scan Ocean, Inc.
42 Rogers Street
Gloucester, MA 01930
Contact: Ms. Hazel Spence
Title: Manager
Tel: 508-283-1004
Fax: 508-283-1412
MA Employees: 2
Product/Service Description:
Imports and exports seafood.

FOREIGN PARENT/AFFILIATE:
J. Marr & Sons Ltd.
Livingston Road
Hessle
N. Humberside HU1 30EE
England

Scheduling Technology Corporation
42 South Street
Hopkinton, MA 01748
Contact: Mr. George Knipfing
Title: President
Tel: 508-435-1001
Fax: 508-435-9312
MA Employees: 7
Product/Service Description:
Markets software applications used for production scheduling in manufacturing environments.

FOREIGN PARENT/AFFILIATE:
Scheduling Technology Group Limited
The Hounslow Centre
Lampton Road
Hounslow, Middlesex TW3 1JB
England

Sevcon, Inc.
40 North Avenue
Burlington, MA 01803
Contact: Mr. Brian Lamb
Title: General Manager
Tel: 617-272-3612
Fax: 617-272-1953
MA Employees: 25
Product/Service Description:
Manufactures speed control equipment for electric vehicles.

FOREIGN PARENT/AFFILIATE:
Sevcon Ltd.
Kingsway, Team Valley Estate
Gatehead, Tyne
Ware WE11 0QA
England

Shaws Supermarket, Inc.
P.O. Box 600
East Bridgewater, MA 02333
Contact: Mr. Dick Woodl an
Title: Vice President
Tel: 508-378-7211
Fax: 508-378-3916
MA Employees: 7,928
Product/Service Description:
Supermarket chain.

FOREIGN PARENT/AFFILIATE:
J. Sainsbury, PLC
Stamford House
Stamford Street
London SE1 9LL
England

Simon Container Machinery, Inc.
P.O. Box 405
619 Silver Street
Agawam, MA 01001
Contact: Mr. Peter Horton
Title: President
Tel: 413-786-3366
Fax: 413-789-3361
MA Employees: 20
Product/Service Description:
Manufactures corrugated box-making equipment.

FOREIGN PARENT/AFFILIATE:
Simon Container Machinery Ltd.
P.O. Box 31
Stockport SK3 0RT
England

Sippican Ocean Systems
7 Barnabas Road
Marion, MA 02738
Contact: Mr. Anthony Bracken
Title: VP Marketing
Tel: 508-748-1160
Fax: 508-748-3626
MA Employe' s: 320
Product/Service Description:
Manufactures marine technology equipment.

FOREIGN PARENT/AFFILIATE:
GE Co., PLC
1 Stanhope Gate
London W1A 1EH
England

Smith & Wesson
2100 Roosevelt Avenue
Springfield, MA 01102
Contact: Mr. T. Steven Melvin
Title: President
Tel: 413-781-8300
Fax: 413-774-9023
MA Employees: 1,800
Product/Servlce Description:
Manufactures handguns.

FOREIGN PARENT/AFFILIATE:
Tomkins, PLC
East Putney House
84 Upper Richmond Road
London SW15 2ST
England

Sothebys, Inc.
101 Newbury Street
Boston, MA 02116
Contact: Mrs. Patricia Ward
Title: Director
Tel: 617-247-2851
Fax: 617-269-9456
MA Employees: 1
Product/Service Description:
Appraisal and auctioneering of fine art.

FOREIGN PARENT/AFFILIATE:
Sotheby Parke Bernet Group Ltd.
34-35 New Bond Street
London W1A 2AA
England

Stahl Finish Co., Inc.
26 Howley Street
Peabody, MA 01960
Contact: Ms. Elaine Pimental
Title: Office Manager
Tel: 508-531-0371
Fax: 508-532-5333
MA Employees: 100
Product/Service Description:
Manufactures leather finishing materials.

FOREIGN PARENT/AFFILIATE:
ICI PLC
Babewell Road
Loughborough Leicestershire LE11 ORD
England

Systems Designer Software, Inc.
8 New England Executive Park
Burlington, MA 01803
Contact: Mr. William Toscao
Title: President
Tel: 617-273-3030
Fax: 617-273-3883
MA Employees: 12
Product/Service Description:
Develops ADA cross compilers.

FOREIGN PARENT/AFFILIATE:
SD-Cicon PLC
Pembroke House, Pembroke Broadway
Camberley, Surrey GV15 3XD
England

TGM Detectors, Inc.
160 Bear Hill Road
Waltham, MA 02154
Contact: Mr. David Allard
Title: Vice President of Sales
Tel: 617-890-2090
Fax: 617-890-4711
MA Employees: 35
Product/Service Description:
Manufactures gas filled radiation detectors.

FOREIGN PARENT/AFFILIATE:
Morgan Crucible
Charlott House 6-12 Victoria Street
Windsor, Berkshire SL4 IEP
England

Technology Procurement
44 Garden Street
Danvers, MA 01923
Contact: Mr. Nick Meek
Title: Vice President
Tel: 508-750-4747
Fax: 508-750-8184
MA Employees: 27
Product/Service Description:
Re-sells DEC (Digital Equipment Corp.) computer equipment and peripherals.

FOREIGN PARENT/AFFILIATE:
SUS Holdings PLC
Binary House
Boatmans Lane
Walsall WS9 9AG
England

Tecquipment, Inc.
P.O. Box 1074
Acton, MA 01720
Contact: Mr. J. Andrew Spencer
Title: President
Tel: 508-263-1767
Fax: 508-369-7635
MA Employees: 2
Product/Service Description:
Imports and distributes teaching equipment for engineering applications.

FOREIGN PARENT/AFFILIATE:
Tecquipment Ltd.
Hooton Street
Carlton Road
Nottingham HG3 2NG
England

The Foxboro Company
33 Commercial Street
Foxboro, MA 02035
Contact: Mr. Stanley Shaffran
Title: General Manager
Tel: 508-543-8750
Fax: 508-549-6750
MA Employees: 3,000
Product/Service Description:
Manufactures and markets process control instrumentation.

FOREIGN PARENT/AFFILIATE:
Siebe PLC
Faxon House
2-4 Victoria Street
Winsdor, Berkshire SL4 1EN
England

The Weetabix Co., Inc.
20 Cameron Street
Clinton, MA 01501
Contact: Mr. Edward Langley
Title: General Manager
Tel: 508-924-0246
Fax: 508-365-7268
MA Employees: 230
Product/Service Description:
Manufactures ready-to-eat cereal.

FOREIGN PARENT/AFFILIATE:
Weetabix Ltd.
Burton Latimere
Kettering
North Hamptonshire NN15 5JR
England

Thomas Cook Travel
113 A Summer Street
Boston, MA 02110
Contact: Mr. David Pareski
Title: President
Tel: 617-338-7600
Fax: 617-338-6065
MA Employees: 12
Product/Service Description:
Provides travel agency services.

FOREIGN PARENT/AFFILIATE:
Thomas Cook Ltd.
Thorpewood
Peterborough PE3 6SB
England

Thorn EMI, Inc.
38 Newbury Street, Suite 800
Boston, MA 02116
Contact: Mr. Dean Koocher
Title: Financial Analyst
Tel: 617-267-0111
Fax: 617-267-1407
MA Employees: 15
Product/Service Description:
Engages in music recording and property rental activities.

FOREIGN PARENT/AFFILIATE:
Thorn EMI PLC
4 Tenterden Street
Hanover Square
London W1A 2AY
England

Tilcon Massachusetts, Inc.
P.O.Box 679
430 Howard Street
Brockton, MA 02403
Contact: Mr. Leo Picard, Jr.
Title: President
Tel: 508-588-3660
Fax: 508-589-9342
MA Employees: 200
Product/Service Description:
Provides road construction services.

FOREIGN PARENT/AFFILIATE:
BTR PLC
Silvertown House
Vincent Square
London SW1 P2PL
England

Titeflex Corporation
603 Hendee Street
Springfield, MA 01109
Contact: Mr. Richard Lozier
Title: Director Marketing
Tel: 413-739-5631
Fax: 413-781-1207
MA Employees: 550
Product/Service Description:
Manufactures flexible metal and teflon hoses, assemblies, hose and tube clamps.

FOREIGN PARENT/AFFILIATE
Titeflex Group PLC
50 Curzon Street
London W1Y 7PN
England

Tungstone Batteries, Inc.
18 Billings Street
Sharon, MA 02067
Contact: Mr. Richard Jacobs
Title: President
Tel: 617-784-2000
Fax: 617-784-5563
MA Employees: 15
Product/Service Description:
Markets nickel, cadmium, and lead stationary batteries.

FOREIGN PARENT/AFFILIATE:
Tungstone Batteries Ltd.
Market Harborough
Leicestershire LE16 9EZ
England

USM Corporation
400 Research Drive
Wilmington, MA 01887
Contact: Mr. John Meuse
Title: Chairman
Tel: 508-657-4700
Fax: 508-658-7459
MA Employees: 304
Product/Service Description:
Supplies machines and materials to the footwear manufacturing industry as well as a complete range of industrial cutting machines.

FOREIGN PARENT/AFFILIATE:
UMG Limited
P.O. Box 88
Rose Walk, Belgrave
Leicester LE4 5BX
England

VG Instruments, Inc.
32 Commerce Center
Danvers, MA 01923
Contact: Mr. Martin Janiak
Title: CEO
Tel: 508-777-8034
Fax: 508-777-0678
MA Employees: 110
Product/Service Description:
Manufactures and markets high technology analytical instruments.

FOREIGN PARENT/AFFILIATE:
Fisson Instruments PLC
Riverside Way
Uxbridge, Middlesex UB8 245
England

Vent-Axia, Inc.
P.O. Box 2204
4F Henshaw Street
Woburn, MA 01801
Contact: Mr. Stanley Wilson
Title: President
Tel: 617-935-4735
Fax: 617-935-7543
MA Employees: 4
Product/Service Description:
Markets ventilating equipment (fans) and accessories.

FOREIGN PARENT/AFFILIATE:
Vent-Axia Ltd.
Fleming Way
Crawley, West Sussex RH10 2WN
England

Warren, Gorham & Lamont, Inc.
210 South Street
Boston, MA 02111
Contact: Mr. Frank Fiala
Title: Operations Vice President
Tel: 617-423-2020
Fax: 617-423-2026
MA Employees: 150
Product/Service Description:
Publishes professional journals.

FOREIGN PARENT/AFFILIATE:
International Thompson Organization
Thompson House
4 Stratford Place
London W1A 4XG
England

Wayne Kerr, Inc.
600 West Cummings Park, Suite 3500
Woburn, MA 01801
Contact: Mr. Ken Berqvist
Title: Vice President
Tel: 617-938-8092
Fax: 617-933-9523
MA Employees: 14
Product/Service Description:
Markets automatic test equipment for computers.

FOREIGN PARENT/AFFILIATE:
Wayne Kerr Rendar Ltd.
Burban Road
Bognor Regis
West Sussex PO22 9RL
England

Worcester Controls
33 Locke Drive
Marlborough, MA 01583
Contact: Mr. Ron Kozlowski
Title: President
Tel: 508-481-4800
Fax: 508-781-4454
MA Employees: 200
Product/Service Description:
Manufactures ball valves.

FOREIGN PARENT/AFFILIATE:
British Tire and Rubber Ltd.
Vincent Square
London SW1P 2PI
England

Xylogics
53 Third Avenue
Burlington, MA 01803
Contact: Mr. Bruce Bergman
Title: President
Tel: 617-272-8140
Fax: 617-273-5392
MA Employees: 210
Product/Service Description:
Manufactures peripheral and communications controllers.

FOREIGN PARENT/AFFILIATE:
Xylogics International
Featherstone Road
Wolverton Mill
Milton Keynes MK12 5RD
England

Zortech, Inc.
336 Massachusetts Avenue
Woburn, MA 018801
Contact: Mr. Paul Leathers
Title: President
Tel: 617-937-0696
Fax: 617-937-0793
MA Employees: 15
Product/Service Description:
Develops software.

FOREIGN PARENT/AFFILIATE:
Zortech Ltd.
106-108 Powis Street
London SE18 6LU
England

FINLAND

Datex Medical Instrumentation, Inc.
2 Highland Drive
Tewksbury, MA 01876
Contact: Mr. Robert Conley
Title: Director of Operations
Tel: 508-640-0460
Fax: 508-640-0469
MA Employees: 27
Product/Service Description:
Distributes medical monitors and accessories for use by anesthesiologists.

FOREIGN PARENT/AFFILIATE:
Instrumentarium
P.O. Box 357
00101 Helsinki
Finland

Eastern Lumber Co., Inc.
65 Haverhill Road
Amesbury, MA 01913
Contact: Mr. Anthony Matrumalo
Title: General Manager
Tel: 508-388-0366
Fax: 508-388-9824
MA Employees: 33
Product/Service Description:
Retails lumber hardware and other building supplies.

FOREIGN PARENT/AFFILIATE:
Rake OY
Erottajankatu 4 C
00120 Helsinki 414
Finland

Elkay Products
P.O. Box 5247, Turnpike Station
800 Turnpike Road
Shrewsbury, MA 01545
Contact: Mr. Louis Kane
Title: President
Tel: 508-845-2116
Fax: 508-842-1338
MA Employees: 185
Product/Service Description:
Manufactures plastic precision laboratory consummables.

FOREIGN PARENT/AFFILIATE:
Labsystems OY
P.O. Box 8
Pulttitie 8
00881 Helsinki
Finland

Exel Marketing
5 First Avenue
Peabody, MA 01960
Contact: Mr. Richard Lewin
Title: President
Tel: 508-532-2226
Fax: 508-532-3728
MA Employees: 12
Product/Service Description:
Distributes cross country ski equipment.

FOREIGN PARENT/AFFILIATE:
Exel OY
P.O. Box 59
Laulukuja 6
00421 Helsinki
Finland

Finnair
Statler Office Building
20 Park Plaza
Boston, MA 02116
Contact: Mr. Michael Holownia
Title: Regional Director
Tel: 617-482-4952
Fax: 617-482-5932
MA Employees: 4
Product/Service Description:
International airline.

FOREIGN PARENT/AFFILIATE:
Finnair
Mannerheimintie 102
00250 Helsinki
Finland

Hobart McIntosh Paper Co., Inc.
28 York Avenue
Randolph, MA 02368
Contact: Mr. Larry Erbach
Title: VP/General Manager
Tel: 617-963-7000
Fax: 617-963-0761
MA Employees: 43
Product/Service Description:
Provides printing and writing paper.

FOREIGN PARENT/AFFILIATE:
Amer Group Ltd.
P.O. Box 130
00601 Helsinki
Finland

Neles-Jamesbury, Inc.
640 Lincoln Street
Worcester, MA 01615
Contact: Mr. Daniel DeSantis
Title: President
Tel: 508-852-0200
Fax: 508-852-8172
MA Employees: 1,000
Product/Service Description:
Manufactures valves and controls for liquid and gas systems.

FOREIGN PARENT/AFFILIATE:
Neles-Jamesbury OY
P.O. Box 110
Pulppattie 1
00880 Helsinki
Finland

Tamfelt, Inc.
P.O. Box 9115
28 Draper Lane
Canton, MA 02021
Contact: Mr. Michael Ellen
Title: Treasurer
Tel: 617-828-3350
Fax: 617-828-0848
MA Employees: 125
Product/Service Description:
Manufactures textiles, specializing in paper machine clothing.

FOREIGN PARENT/AFFILIATE:
Tamfelt OY AB
PL 427
33101 Tampere
Finland

Vaisala, Inc.
100 Commerce Way
Woburn, MA 01801
Contact: Mr. Steve Chanskl
Title: President
Tel: 617-933-4500
Fax: 617-933-8029
MA Employees: 80
Product/Service Description:
Manufactures and distributes meteorological instruments.

FOREIGN PARENT/AFFILIATE:
Vaisala OY
PL 26
00421 Helsinki 42
Finland

FRANCE

Air France
545 Boylston Street
Boston, MA 02116
Contact: Mr. Don Miller
Title: Director
Tel: 617-262-5740
Fax: 617-262-4212
MA Employees: 20
Product/Service Description:
International airline.

FOREIGN PARENT/AFFILIATE:
Air France
1, Square Max Hymans
75015 Paris
France

Alcatel Vacuum Products, Inc.
South Shore Park
40 Pond Park Road
Hingham, MA 02043
Contact: Mr. Yves Goblier
Title: President
Tel: 617-749-8710
Fax: 617-749-8860
MA Employees: 63
Product/Service Description:
Manufactures and distributes high vacuum equipment/products.

FOREIGN PARENT/AFFILIATE:
Alcatel
33, rue Emeriau
75725 Paris Cedex 15
France

Alsys, Inc.
67 South Bedford Street
Burlington, MA 01803
Contact: Dr. Jean Ichbiah
Title: Chairman/President
Tel: 617-270-0030
Fax: 617-270-6882
MA Employees: 50
Product/Service Description:
Develops ADA compilers.

FOREIGN PARENT/AFFILIATE:
Alsys Digital
29, rue de Versailles
78170 La Celle St-Cloud
France

Art Tech Gigdisc (ATG)
400 West Cumming Park
Woburn, MA 01801
Contact: Mr. Michael Baraiolo
Title: President
Tel: 617-935-2770
Fax: 617-935-3278
MA Employees: 3
Product/Service Description:
Sells mass storage devices.

FOREIGN PARENT/AFFILIATE:
Alcatel
33, rue Emeriau
75725 Paris Cedex 15
France

Bachy, Inc.
67 South Bedford Street, Suite 400
Burlington, MA 01803
Contact: Mr. Jean-Luc Raybaut
Title: President
Tel: 617-229-5803
Fax: 617-272-0558
MA Employees: 4
Product/Service Description:
Provides construction contracting.

FOREIGN PARENT/AFFILIATE:
GTM Entrepose
61, Avenue Jules Quentin
B.P. 326
92003 Nanterre-Cedex
France

Bernat Yarn and Craft Corp.
Depot and Mendon Streets
Uxbridge, MA 01569
Contact: Mr. Robert Briefel
Title: Chairman
Tel: 508-278-2414
Fax: 508-278-5180
MA Employees: 200
Product/Service Description:
Manufactures hand knitting yarn.

FOREIGN PARENT/AFFILIATE:
D.M.C. (Dollfus-Mieg et Cie)
88 rue de Rivoli
75180 Paris Cedex 4
France

Bostik, Inc.
Boston Street
Middleton, MA 01949
Contact: Mr. John Fox
Title: President
Tel: 508-777-0100
Fax: 508-774-7376
MA Employees: 200
Product/Service Description:
Manufactures specialty adhessive sealants.

FOREIGN PARENT/AFFILIATE:
Total Chimie
Tour Total, La Defense 10
24 Cours Michelet, La Defense
92069 Paris Cedex 47
France

Boulonnais Marble
9 Court Street
Arlington, MA 02174
Contact: Mr. Robert H. McClintic II, AIA
Title: Technical V.P.
Tel: 617-641-1754
Fax: 617-641-1804
MA Employees: 2
Product/Service Description:
Imports marble.

FOREIGN PARENT/AFFILIATE:
S.A.R.L. Marbres Du Boulonnais Ferques
62250 Marquise
France

Bourgeat USA, Inc.
266 Hancock Street
Boston, MA 02125
Contact: Mr. Michel Scheinmann
Title: President
Tel: 617-825-5024
Fax: 617-825-1292
MA Employees: 4
Product/Service Description:
Distributes aluminum, copper, and stainless steel cookware; aluminum champagne buckets. Also acts as a trade management company.

FOREIGN PARENT/AFFILIATE:
Bourgeat (ETS)
1 rue A. Bourgeat
B.P. 19
38490 Paris
France

Bull Corporation of America
P.O. Box 7028
Billerica, MA 01821-4199
Contact: Mr. Pierre Asancheyev
Title: Manager
Tel: 508-294-6000
Fax: 508-294-6440
MA Employees: 40
Product/Service Description:
Holding company for Bull SA.

FOREIGN PARENT/AFFILIATE:
Bull S.A.
121 avenue de Malakoff
75016 Paris
France

Bull H.N. Information Systems, Inc.
2 Technology Park
Billerica, MA 01821-4199
Contact: Mr. Axel Leblois
Title: President/CEO
Tel: 508-294-6000
Fax: 508-294-6440
MA Employees: 4,500
Product/Service Description:
Manufactures main frame computers.

FOREIGN PARENT/AFFILIATE:
Groupe Bull
121 avenue de Malakoff
75016 Paris
France

CGI Consulting, Inc.
50 Federal Street
Boston, MA 02110
Contact: Mr. Robert Stepansky
Title: Branch Manager
Tel: 617-423-1900
Fax: 617-423-5851
MA Employees: 30
Product/Service Description:
Provides general computer consulting services.

FOREIGN PARENT/AFFILIATE:
CGI - Informatique
28/34, rue du Chateau des Rentiers
75640 Paris - Cedex 13
France

CIS - U.S., Inc.
10 De Angelo Drive
Bedford, MA 01730
Contact: Mr. Charles Panneciere
Title: President
Tel: 617-275-7120
Fax: 617-275-2634
MA Employees: 38
Product/Service Description:
Develops radiation technology.

FOREIGN PARENT/AFFILIATE:
CIS Bio International
Filiale de Oris Industrie
B.P. 32
91192 GIF-SUR-YVETTE Cedex
France

Canson-Talens, Inc.

P.O. Box 220
21 Industrial Drive
South Hadley, MA 01075
Contact: Mr. Kevin Kelley
Title: President
Tel: 413-538-9250
Fax: 413-533-6554
MA Employees: 65
Product/Service Description:
Manufactures and distributes paper (art supplies in particular).

FOREIGN PARENT/AFFILIATE:
Papetries Canson & Montgolfier
B.P. 139
07104 Annonay Cedex
France

Captair, Inc. (X-Lab Division)

1 Elm Square, Route 114
North Andover, MA 01845
Contact: Ms. Susan McLaughlin
Title: Assistant Manager
Tel: 508-975-3336
Fax: 508-975-2730
MA Employees: 11
Product/Service Description:
Manufactures and distributes laboratory technical furniture.

FOREIGN PARENT/AFFILIATE:
X-Lab Systems SA
Avenue du Fort
B.P. 21-Igoville
27340 Pont de L'Arche
France

Cellier Corp.

2 Natick Executive Park
Natick, MA 01760
Contact: Mr. Jean-Louis Lansac
Title: Executive Vice President
Tel: 508-655-5906
Fax: 508-653-2508
MA Employees: 55
Product/Service Description:
Manufactures paper coating systems, plastic film machinery, design and engineering.

FOREIGN PARENT/AFFILIATE:
Cellier SA
Rue de Maroc - B.P. 177
73102 Aix-les-Bains
France

Chauvin Arnoux - EMC

99 Chauncy Street
Boston, MA 02110
Contact: Mr. Winthrop Smith
Title: President
Tel: 617-451-0227
Fax: 617-423-2952
MA Employees: 10
Product/Service Description:
Markets electrical testing equipment.

FOREIGN PARENT/AFFILIATE:
Chauvin-Arnoux S.A.
190 rue de Championnet
75890 Paris
France

Colombo, Inc.

35 Danton Drive
Methuen, MA 01844
Contact: Mr. Michael Allen
Title: President
Tel: 508-685-3323
Fax: 508-681-9162
MA Employees: 120
Product/Service Description:
Production of yogurt and frozen mix.

FOREIGN PARENT/AFFILIATE:
Bongrain SA
Le Moulin a Vent B.P. 10
78280 Guyancourt Versailles
France

Comark Communications, Inc.

P.O. Box 229
Route 57 - Feeding Hills Road
Southwick, MA 01077
Contact: Mr. Navroze Mehta
Title: President
Tel: 413-569-5939
Fax: 413-569-0679
MA Employees: 75
Product/Service Description:
Manufacturer of UHF television transmitters.

FOREIGN PARENT/AFFILIATE:
Thomson SA/Thomson - CSF
51, Esplanade du General De Gaulle
92045 Paris La Defense
France

Credit Lyonnais
Exchange Place
53 State Street, 26th Floor
Boston, MA 02109
Contact: Mr. David Fink
Title: VP/Manager
Tel: 617-723-2615
Fax: 617-723-4803
MA Employees: 5
Product/Service Description:
Provides commercial banking services.

FOREIGN PARENT/AFFILIATE:
Credit Lyonnais
19, Boulevard des Italiens
75002 Paris
France

EDAP International Corp.
5 Sunny Knoll Terrace
Lexington, MA 02173
Contact: Ms. Allison Dolphin
Title: Director, Regulatory Affairs
Tel: 617-674-2030
Fax: 617-674-2024
MA Employees: 5
Product/Service Description:
Manufactures and distributes lithotripters.

FOREIGN PARENT/AFFILIATE:
EDAP SA
Z.I. Le Park aux Vignes, B.P. 69
77312 Marne-La-Vallee Cedex 2
France

Fischer Beverage International
393 Totten Pond Road
Waltham, MA 02154
Contact: Mr. Jacques Le Grip
Title: President
Tel: 617-890-3534
Fax: 617-890-2850
MA Employees: 4
Product/Service Description:
Imports beer and wine.

FOREIGN PARENT/AFFILIATE:
Brasserie du Pecheur
B.P. N 48
67041 Strasbourg
France

Foster Grant Corp.
289 Main Street
Leominster, MA 01453
Contact: Mr. William Mahoney
Title: President
Tel: 508-534-6511
Fax: 508-534-2236
MA Employees: 150
Product/Service Description:
Manufactures sunglasses.

FOREIGN PARENT/AFFILIATE:
Roussel Uclaf
35 boulevard des Invalides
75323 Paris Cedex 07
France

Gimeor, Inc.
209 Harvard Street, Suite 308
Brookline, MA 02146
Contact: Mr. Chris Benoit
Title: Controller
Tel: 617-566-6315
Fax: 617-738-7721
MA Employees: 3
Product/Service Description:
Manufactures Computer Aided Design (CAD) software for the architect and building industries.

FOREIGN PARENT/AFFILIATE:
Gimeor S.A.
33, rue Madame de Sanzillon
92110 Clinchy
France

Guy Cotten, Inc.
286 Herman Melville Boulevard
New Bedford, MA 02740
Contact: Mr. Dale Whiting
Title: Sales Manager
Tel: 508-997-7075
Fax: 508-999-7220
MA Employees: 2
Product/Service Description:
Sells rain gear and marine clothing.

FOREIGN PARENT/AFFILIATE:
Guy Cotten SA
B.P. 538
29185 Concarneau Cedex
France

Hermann Ludwig, Inc.
18 Griffin Way
Chelsea, MA 02150
Contact: Ms. Joan Wyshak
Title: Branch Manager
Tel: 617-887-0110
Fax: 617-567-8553
MA Employees: 10
Product/Service Description:
Provides international freight forwarding services.

FOREIGN PARENT/AFFILIATE:
Calberson International
B.P. 50082
95948 Roissy C.D.G. Cedex
France

Hotel Meridien
250 Franklin Street
Boston, MA 02110
Contact: Mr. Hugues Jaquier
Title: General Manager
Tel: 617-451-1900
Fax: 617-423-2844
MA Employees: 326
Product/Service Description:
Hotel accommodations and restaurants.

FOREIGN PARENT/AFFILIATE:
Societe des Hotels Meridien
13, Square Max Hymans
75741 Paris
France

I.I.S., Inc.
P.O. Box 9106
3 Technology Way
Norwood, MA 02062
Contact: Mr. Yannick Pinson
Title: Executive Vice President
Tel: 617-461-3769
Fax: 617-461-4498
MA Employees: 10
Product/Service Description:
Markets video cameras for industrial vision systems.

FOREIGN PARENT/AFFILIATE:
I.I.S. - Imagerie Industrie Systeme
239 rue du Jardin Public
B.P. 76
33041 Bordeaux Cedex
France

Liquid Air Corporation
INDUSTRIAL GASES DIVISION
51 Creeper Hill Road
North Grafton, MA 01536
Contact: Mr. Jeff Johnson
Title: Plant Manager
Tel: 508-839-4433
Fax: 508-839-6140
MA Employees: 5
Product/Service Description:
Produces industrial gases for a wide variety of applications.

FOREIGN PARENT/AFFILIATE:
L'Air Liquide
75 Quai D'Orsay
75329 Paris Cedex-07
France

Matra Datavision, Inc.
2 Highwood Drive
Tewksbury, MA 01876
Contact: Mr. Michel Theron
Title: President
Tel: 508-640-0940
Fax: 508-640-0836
MA Employees: 35
Product/Service Description:
Markets and services CAD/CAM software.

FOREIGN PARENT/AFFILIATE:
Matra
4, rue de Presbourg
75016 Paris
France

Morilla, Inc.
P.O. Box 220
21 Industrial Drive
South Hadley, MA 01075
Contact: Mr. John Howe
Title: President
Tel: 413-538-9250
Fax: 413-533-6554
MA Employees: 85
Product/Service Description:
Manufactures and distributes paper (art supplies).

FOREIGN PARENT/AFFILIATE:
Papeteries Canson and Montgolfier
Vidalon-les-Annonay
B.P. 139
07104 Davezieux
France

Norton Company
120 Front Street
Worcester, MA 01608
Contact: Mr. Michel Besson
Title: President/CEO
Tel: 508-795-5000
Fax: 508-795-5741
MA Employees: 3,500
Product/Service Description:
Manufactures various abrassives and ceramics.

FOREIGN PARENT/AFFILIATE:
Compagnie de Saint Gobain
Les Miroirs Cedex 27
92096 Paris La Defense
France

Pains de France - Rudi's Food
365 Beacham Street
Chelsea, MA 02150
Contact: Mr. Frederic Lubourg
Title: President
Tel: 617-884-9800
Fax: 617-889-0281
MA Employees: 130
Product/Service Description:
Provides bread and rolls.

FOREIGN PARENT/AFFILIATE:
Neuhauser SA
18, Avenue Foch
57730 Folschviller
France

PC Publishing, Inc.
1033 Massachusetts Avenue
Cambridge, MA 02138
Contact: Mr. Joseph Haddad
Title: President
Tel: 617-661-8050
Fax: 617-661-7811
MA Employees: 9
Product/Service Description:
Provides software applications.

FOREIGN PARENT/AFFILIATE:
PC Publishing S.A.
32, rue Victor Hugo
92400 Courbevoie
France

Perfect Pack Corp.
24 Ray Avenue, Suite 203
Burlington, MA 01803
Contact: Mr. George Gonser
Title: Secretary/Treasurer
Tel: 617-935-6245
Fax: 617-932-9590
MA Employees: 6
Product/Service Description:
Markets packaging machinery for liquids in plastic pouches.

FOREIGN PARENT/AFFILIATE:
Prepac (S.E.A.B.)
62, Avenue Pasteur
94800 Villejuif
France

The Perrier Group
15 Tyngsboro Road
North Chelmsford, MA 01863
Contact: Mr. Richard Kelly
Title: Manager, Eastern Div.
Tel: 508-251-8000
Fax: 508-251-8954
MA Employees: 12
Product/Service Description:
Sells Perrier mineral water.

FOREIGN PARENT/AFFILIATE:
Perrier
Les Bouillens
B.P. 3
30310 Vergeze
France

Polydax Speakers Corp.
10 Upton Drive
Wilmington, MA 01887
Contact: Mr. Evan Struhl
Title: Executive VP
Tel: 508-658-0700
Fax: 508-658-0703
MA Employees: 6
Product/Service Description:
Distributes audio speakers.

FOREIGN PARENT/AFFILIATE:
Audax
45, Avenue Pasteur
93106 Montreuil
France

Prolog
12 Alfred Street
Woburn, MA 01801
Contact: Mr. Pascal Garbani
Title: CEO
Tel: 617-933-3115
Fax: 617-938-8199
MA Employees: 1
Product/Service Description:
Manufactures and distributes controller boards for printers.

FOREIGN PARENT/AFFILIATE:
Prolog Consultants
24, avenue Joannes Masset
69009 Lyon
France

Prouvost Lefebvre and Co., Inc.
1 Gateway Center, Suite 406
Newton, MA 02158
Contact: Mr. Phillip Berthet
Title: President
Tel: 617-542-4044
Fax: 617-969-1943
MA Employees: 4
Product/Service Description:
Retail sales of wood products.

FOREIGN PARENT/AFFILIATE:
Prouvost Lefebvre
28 Avenue de la Marne
B.P. 340
59204 Tourcoing
France

Robatel, Inc.
29 Wendell Avenue
Pittsfield, MA 01201
Contact: Mr. Paul McFarland
Title: Vice President
Tel: 413-499-4818
Fax: 413-499-5648
MA Employees: 4
Product/Service Description:
Distributes centrifuges and solvent extraction equipment, radiation shielding equipment.

FOREIGN PARENT/AFFILIATE:
Robatel SLPI
Rue de Geneve
69740 Genas
France

S.A.E. Americon N.E.
321 Commonwealth Road
Cochituate, MA 01778
Contact: Mr. David Strickland
Title: Senior VP
Tel: 508-655-2500
Fax: 508-653-9366
MA Employees: 133
Product/Service Description:
Provides general construction engineering and management.

FOREIGN PARENT/AFFILIATE:
S.A.E. (Societe Auxiliaire Des Entreprises)
32 Avenue de New York
75784 Paris Cedex 16
France

S.A.E. Carlson
321 Commonwealth Road
Cochituate, MA 01778
Contact: Mr. Alan W. Jackson
Title: President/CEO
Tel: 617-969-1200
Fax: 508-651-3822
MA Employees: 104
Product/Service Description:
Provides design build/architectural engineering.

FOREIGN PARENT/AFFILIATE:
S.A.E. (Societe Auxiliaire Des Entreprises)
32 Avenue de New York
75784 Paris Cedex 16
France

Salomon of North America, Inc.
400 East Main Street
Georgetown, MA 01833
Contact: Mr. Robert Soden
Title: President
Tel: 508-352-7600
Fax: 508-352-7478
MA Employees: 120
Product/Service Description:
Wholesales ski bindings and boots.

FOREIGN PARENT/AFFILIATE:
Salomon et Fils
B.P. 454, Metz Tessy
74011 Annecy Cedex
France

Schlumberger Technology
829 Middlesex Turnpike
Billerica, MA 01821
Contact: Mr. Kent Morgan
Title: General Manager
Tel: 508-671-9700
Fax: 508-671-9704
MA Employees: 3,000
Product/Service Description:
Manufactures tested measurement instrumentation.

FOREIGN PARENT/AFFILIATE:
Schlumberger Ltd.
Batiment Zt.
50, Avenue Jean-Jaures
B.P. 620-06
92542 Mt. Rouge, Cedex
France

Schoenof's Foreign Books, Inc.
76A Mount Auburn Street
Cambridge, MA 02138
Contact: Mr. Sheppard Ferguson
Title: President
Tel: 617-547-8855
Fax: 617-547-8551
MA Employees: 25
Product/Service Description:
Foreign books bookstore.

FOREIGN PARENT/AFFILIATE:
Editions Gallimard
5, rue Sebastien Bottin
75007 Paris
France

Seiler Corp.
153 Second Avenue
Waltham, MA 02254
Contact: Mr. Michel Landel
Title: President
Tel: 617-890-6200
Fax: 617-890-4694
MA Employees: 1,236
Product/Service Description:
Food service management.

FOREIGN PARENT/AFFILIATE:
Sodexho
B.P. 67
78185 Saint Quentin en Yvelines - Cedex
France

Shore Group
1 Faneuil Hall Marketplace
Boston, MA 02109
Contact: Mr. Mark Hoffman
Title: National Sales Manager
Tel: 617-367-1111
Fax: 617-367-6476
MA Employees: 6
Product/Service Description:
Imports, exports and distributes frozen seafood.

FOREIGN PARENT/AFFILIATE:
AVIP
17, allee de Metallos
Zone Industrielle
Secteur A - B.P. 58
06700 Saint Laurent du Var
France

Sibille Sternay, Inc.
Peabody Office Building
1 Newbury Street
Peabody, MA 01960
Contact: Ms. Joy Spano
Title: Office Manager
Tel: 508-535-2506
Fax: 508-535-6866
MA Employees: 6
Product/Service Description:
Markets specialty papers.

FOREIGN PARENT/AFFILIATE:
Papeteries Sibille Stenay
86, rue Pasteur
94408 Vitry-Sur-Seine
France

S.J.M. of Massachusetts
Custance Place, Suite 38
76 Bedford Street
Lexington, MA 02173
Contact: Ms. Marie Y. Landel-Meunier
Title: President
Tel: 617-674-2050
Fax: 617-863-0238
MA Employees: 1
Product/Service Description:
Provides financial management to companies entering France through presentations on French tax information and legal issues.

FOREIGN PARENT/AFFILIATE:
A.D.G.
10, Place du Trocadero
75016 Paris
France

Strat X International Corp.
222 Third Street
Cambridge, MA 02142
Contact: Mr. Scott Imperatore
Title: Managing Partner
Tel: 617-494-8282
Fax: 617-494-1421
MA Employees: 5
Product/Service Description:
Provides business and educational software and services.

FOREIGN PARENT/AFFILIATE:
Strat X SA
73, rue Victor Hugo
77250 Veneux Les Sablons
France

Technomed International, Inc.
Northwood Business Park
100 Rosewood Drive
Danvers, MA 01923
Contact: Mr. Jean-Luc Boulnois
Title: President
Tel: 508-774-6700
Fax: 508-774-4355
MA Employees: 38
Product/Service Description:
Markets and distributes lithotripters.

FOREIGN PARENT/AFFILIATE:
Technomed International SA
28, rue Desaix
75015 Paris
France

Vitek Systems, Inc.
1022 Hingham Street
Rockland, MA 02370
Contact: Dr. Charles Rogers
Title: VP, Vitek Rockland and the VIDAS Program
Tel: 617-871-4442
Fax: 617-871-3470
MA Employees: 54
Product/Service Description:
Manufactures medical kits/supplies for hospitals and clinics.

FOREIGN PARENT/AFFILIATE:
Biomerieux
69280 Marcey, L'Etoile
France

Zodiac Pools of N. America
89 Newbury Street
Danvers, MA 01923
Contact: Mrs. Janice Knox
Title: Manager
Tel: 508-774-0944
Fax: 508-774-2246
MA Employees: 3
Product/Service Description:
Sales office of inflatable swimming pools.

FOREIGN PARENT/AFFILIATE:
Sevylor International SA
58 Boulevard Gallieni
92137 ISSY Les Moulineaux Cedex
France

GERMANY

ABD Securities
One Boston Place
Boston, MA 02108
Contact: Mr. Theodorr Schmidt-Schueber
Title: President
Tel: 617-723-4600
Fax: 617-723-6946
MA Employees: 21
Product/Service Description:
Provides institutional stock brokerage services.

FOREIGN PARENT/AFFILIATE:
Dresdner Bank
P.O. Box 110661
6000 Frankfurt/Main
Germany

A-B Lasers, Inc.
4 Craig Road
Acton, MA 01720
Contact: Dr. Charles B. McGogh
Title: President/CEO
Tel: 508-635-9100
Fax: 508-635-9199
MA Employees: 27
Product/Service Description:
Manufactures laser micro machining systems, primarily laser marking systems.

FOREIGN PARENT/AFFILIATE:
Carl Baasel Lasertechnik GmbH
Petersbrunner Str. 1 b
8130 Stanberg
Germany

AGFA Corporation
10 Burlington Mall Road, Suite 175
Burlington, MA 02173
Contact: Mr. Jim Winters
Title: Regional Manager
Tel: 617-229-6464
Fax: 617-229-0119
MA Employees: 30
Product/Service Description:
Markets photographic equipment.

FOREIGN PARENT/AFFILIATE:
Bayer AG
Kaiser Wilheim Alle
5090 Leuerkusen-Bayerwerk
Germany

American Lewa, Inc.
132 Hopping Brook Road
Holliston, MA 01746
Contact: Mr. Gerald Hartung
Title: Marketing Manager
Tel: 508-429-7403
Fax: 508-429-8615
MA Employees: 32
Product/Service Description:
Manufactures and distributes metering pumps, proportioning pumps, process pumps, and pumping systems.

FOREIGN PARENT/AFFILIATE:
Lewa Herbert Ott GmbH & Company
10 Ulmerstrasse
7250 Leonburd
Germany

Astor Burning
750 Crawford Street
Fitchburg, MA 01420
Contact: Mr. Carl Pattberg
Title: Vice President
Tel: 508-345-6955
Fax: 508-342-1126
MA Employees: 10
Product/Service Description:
Manufactures component parts for component furniture.

FOREIGN PARENT/AFFILIATE:
Astor-werk Otto-Berning
P.O. Box 180
5830 Schwelm
Germany

BASF Information Systems
35 Crosby Drive
Bedford, MA 01730
Contact: Mr. Thomas Chewski
Title: President
Tel: 617-271-4000
Fax: 617-275-9602
MA Employees: 1,000
Product/Service Description:
Manufactures magnetic tape for computers and sound recording.

FOREIGN PARENT/AFFILIATE:
Badische-Analin und Soda Fabriken AG
6700 Ludwigshafen
Germany

Baeder North America Corp.
777 Church Street
New Bedford, MA 02745
Contact: Mr. Jeffrey Davis
Title: CEO
Tel: 508-995-5900
Fax: 508-995-9591
MA Employees: 80
Product/Service Description:
Manufactures, distributes and services food processing machinery.

FOREIGN PARENT/AFFILIATE:
Nordischer Machinen Baeder GmbH
Geninerstrasse 249
2400 Lubeck
Germany

Behrens Machinery Co., Inc.
Danvers Industrial Park
Danvers, MA 01923
Contact: Mr. Richard Jacob
Title: Vice President
Tel: 508-774-4200
Fax: 508-774-0532
MA Employees: 18
Product/Service Description:
Manufactures turret punch presses and related equipment.

FOREIGN PARENT/AFFILIATE:
C. Behrens AG
Postfach 1340
Hackelmasch 1
Alfeld/Leine 322
Germany

Berlin Economic Development Corp.
4 Liberty Square, 3rd Floor
Boston, MA 02109
Contact: Mr. Hans Spiller
Title: Director, Northern American Operations
Tel: 617-542-3115
Fax: 617-542-8855
MA Employees: 3
Product/Service Description:
Provides consulting and public relations services to American and Canadian companies with businesses in Germany.

FOREIGN PARENT/AFFILIATE:
Wirtschaftsforderung Berlin GmbH
Budapester Strasse 1
1000 Berlin 30
Germany

Bruker Instruments
19 Fortune Drive
Manning Park
Billerica, MA 01821
Contact: Mr. Frank Laukien
Title: Vice President
Tel: 508-667-9580
Fax: 508-667-3954
MA Employees: 100
Product/Service Description:
Manufactures scientific instruments and spectrometers.

FOREIGN PARENT/AFFILIATE:
Bruker Analytische Mefftechnik GmbH
Silberstreifen
7512 Rheinstetten-Fo
Germany

Busch, Inc.
167 Washington Street
Norwell, MA 02061
Contact: Mr. Don Rusconi
Title: Regional Manager
Tel: 617-878-0119
Fax: 617-878-0838
MA Employees: 1
Product/Service Description:
Manufactures and sells industrial vacuum pumps.

FOREIGN PARENT/AFFILIATE:
Dr. Ing K. Busch GmbH
Schauinslandstrasse 1
Postfach 27
7867 Maulburg
Germany

Compugraphic
DIVISION OF AGFA
200 Ballardvale Street
Wilmington, MA 01887
Contact: Mr. Kenneth Drager
Title: President
Tel: 508-658-5600
Fax: 508-657-7160
MA Employees: 3,000
Product/Service Description:
Provides electronic and photographic prepress services.

FOREIGN PARENT/AFFILIATE:
Bayer AG
Kaiser Wilhelm Alle
5090 Leuerkusen-Bayerwerk
Germany

Deerfield Urethane, Inc.
Routes 5 and 10
South Deerfield, MA 01373
Contact: Mr. Gordon Johnson
Title: President
Tel: 413-665-7016
Fax: 413-665-7159
MA Employees: 40
Product/Service Description:
Manufactures p lyurethane film.

FOREIGN PARENT/AFFILIATE:
Bayer AG
5090 Leverkusen-Bayerwerk
Germany

Dienes Corp.
Spencer Corporate Park
Spencer, MA 01562
Contact: Mr. H. Supe
Title: President
Tel: 508-885-6301
Fax: 508-885-3452
MA Employees: 50
Product/Service Description:
Manufactures compressor parts and industrial slitting tools.

FOREIGN PARENT/AFFILIATE:
Dienes Werke & Co., GmbH
P.O. Box 72
5063 Overath-Vilkerath
Germany

EM Industries
OPTOVAC DIVISION
East Brookfield Road
North Brookfield, MA 01535
Contact: Mr. Robert Sparrow
Title: General Manager
Tel: 508-867-6444
Fax: 508-867-8349
MA Employees: 35
Product/Service Description:
Cultivates optical crystals for manufacturing optical windows.

FOREIGN PARENT/AFFILIATE:
E. Merck
Franfurterstrasse 250
6100 Darmstadt 1
Germany

Emuge Corp.
104 Otis Street
Northborough, MA 01532
Contact: Mr. Peter Matysiak
Title: President
Tel: 508-393-1300
Fax: 508-393-1310
MA Employees: 10
Product/Service Description:
Manufactures and designs high quality tapping products and other precision tools.

FOREIGN PARENT/AFFILIATE:
Emuge-Werk Richard Gimpel
Postfach 25
Nurenberger Strasse 96-100
8560 Lauf a.d. Pegnitz
Germany

Festo Corporation
Corporate Place 128
Building 1, Suite 2
Wakefield, MA 01880
Contact: Mr. Jerry Leeman
Title: New England Regional Manager
Tel: 617-245-4111
Fax: 617-245-8999
MA Employees: 8
Product/Service Description:
Manufactures manufacturing components, for example cylinders.

FOREIGN PARENT/AFFILIATE:
Festo KG
Ruiter Strasse 82
Postfach 60 40
7300 Esslingen 1
Germany

Freudenberg Nonwovens L.P.
20 Industrial Avenue
Chelmsford, MA 01824
Contact: Mr. Mannfred Wennemer
Title: President
Tel: 508-454-0461
Fax: 508-256-6214
MA Employees: 700
Product/Service Description:
Manufactures textile manufacturing and surgical equipment.

FOREIGN PARENT/AFFILIATE:
Freudenberg & Co.
Postfach 1369
6940 Weinheim
Germany

Gaggenau USA Corp.
425 University Avenue
Norwood, MA 02062
Contact: Mr. Ron Rhinerson
Title: President
Tel: 617-938-1655
Fax: 617-769-2216
MA Employees: 15
Product/Service Description:
Imports and distributes kitchen equipment.

FOREIGN PARENT/AFFILIATE:
Gaggenau Werke
Postfach 1260
7560 Gaggenau/Baden
Germany

Gividi USA, Inc.
P.O. Box 8233
Haverhill, MA 01835
Contact: Mr. Ditter Marten
Title: President
Tel: 508-373-2500
Fax: 508-521-2301
MA Employees: 130
Product/Service Description:
Manufactures woven fiberglass textiles for industrial uses.

FOREIGN PARENT/AFFILIATE:
Interglas AG
Soflingerstrasse 246
P.O. Box 3820
7900 Ulm
Germany

Gloucester Engineering Co., Inc.
Blackburn Industrial Park
P.O. Box 900
Gloucester, MA 01930
Contact: Mr. Harold Wrede
Title: President
Tel: 508-281-1800
Fax: 508-283-9206
MA Employees: 375
Product/Service Description:
Manufactures plastic processing machinery.

FOREIGN PARENT/AFFILIATE:
Battenfeld Maschinenfabriken GmbH
P.O. Box 1164-65
5882 Meinzerhagen
Germany

Gruenhut, Max, International, Inc.
151 Everett Avenue, Suite 311
Chelsea, MA 02150
Contact: Mr. Guido Voss
Title: Vice President
Tel: 617-889-5550
Fax: 617-889-5694
MA Employees: 5
Product/Service Description:
Provides freight forwarding services.

FOREIGN PARENT/AFFILIATE:
Max Gruenhut GmbH and Co.
Smirnoffweg 26
Postfach 5340
2800 Rotterdam
Germany

Heligraphics
600 West Cummings Park, Suite 2500
Woburn, MA 01801
Contact: Mr. Louis Vella
Title: Senior Vice President
Tel: 617-933-7860
Fax: 617-933-8224
MA Employees: 50
Product/Service Description:
Distributes computers for publishing services.

FOREIGN PARENT/AFFILIATE:
Siemens AG
2 Wittelshacker Platz
8000 Munich
Germany

Hellmann International Forwarding
130 Eastern Avenue
Chelsea, MA 02150
Contact: Mr. Dennis Blatt
Title: North East Manager
Tel: 617-889-5695
Fax: 617-884-2036
MA Employees: 8
Product/Service Description:
Provides freight forwarding services.

FOREIGN PARENT/AFFILIATE:
Gebr Hellmann GmbH and Co. KG
P.O. Box 1162
Langer Kornweg 30
6092 Kelsterbach
Germany

Henkel Corporation
222 Central Street
Saugus, MA 01906
Contact: Mr. Jack Lavoi
Title: General Manager
Tel: 617-598-2296
Fax: 617-233-6158
MA Employees: 30
Product/Service Description:
Manufactures tanning oils for the leather industry.

FOREIGN PARENT/AFFILIATE:
Henkel & Cie GmbH
Postfach 1100
4000 Dusseldorf
Germany

Herbold Granulators USA, Inc.
36 Maple Avenue
Seekonk, MA 02771
Contact: Mr. Ted Manhan
Title: Director, Operations
Tel: 508-865-7355
Fax: 508-865-9975
MA Employees: 8
Product/Service Description:
Provides sales and service of recycling equipment, particularly for plastics, with on-site assembly.

FOREIGN PARENT/AFFILIATE:
Herbold GmbH
Industriestrasse 23
6922 Meckesheim
Germany

Hottinger Baldwin Measurements, Inc.

19 Bartlett Street
Marlborough, MA 01752
Contact: Mr. John Hodges
Title: President
Tel: 508-624-4500
Fax: 508-485-7907
MA Employees: 120
Product/Service Description:
Imports and distributes measuring instruments; also manufactures load cells.

FOREIGN PARENT/AFFILIATE:
Hottinger Baldwin Messtechnik GmbH
P.O. Box 4235
6100 Darmstadt 1
Germany

Ina Bearing Company, Inc.

Worcester
305 Whitney Street, Suite 202
Leominster, MA 01453
Contact: Mr. Clark Whitney
Title: Sales Representative
Tel: 508-840-4600
Fax: 508-840-4610
MA Employees: 1
Product/Service Description:
Manufactures and distributes bearings.

FOREIGN PARENT/AFFILIATE:
Ina Waelzlager Schaeffler KG
Postfach 12 20
8522 Herzogenaurach
Germany

Interprint, Inc.

125 Peks Road
Pittsfield, MA 01201
Contact: Mr. William Hines
Title: CEO
Tel: 413-443-4733
Fax: 413-442-2621
MA Employees: 19
Product/Service Description:
Prints decorative paper for surfaces.

FOREIGN PARENT/AFFILIATE:
Interprint Rotationsdruk
Westring Postfach 1770
5760 Arensberg 1
Germany

Klockner-Moeller Corp.

25 Forge Parkway
Franklin, MA 02038
Contact: Mr. Herbert Janisch
Title: President
Tel: 508-520-7080
Fax: 508-520-7084
MA Employees: 36
Product/Service Description:
Manufactures motor controls.

FOREIGN PARENT/AFFILIATE:
Klockner-Moeller GmbH
Hein Moeller Strasse
5300 Bonn
Germany

Krohne-America, Inc.

1 Intercontinental Way
Peabody, MA 01960
Contact: Mr. Barcley Beahm
Title: General Manager
Tel: 508-535-6060
Fax: 508-535-1720
MA Employees: 25
Product/Service Description:
Provides sales of assembly flow measurement instrumentation.

FOREIGN PARENT/AFFILIATE:
Ludwig Krohne Messtechnik
Ludwig-Krohne-Strasse
4100 Duisburg 1
Germany

Kuehne & Nagel, Inc.

370 McClellan Highway
E. Boston, MA 02128
Contact: Mr. Tom Boonham
Title: Branch Manager
Tel: 617-569-7440
Fax: 617-561-6450 (exports)
617-561-5170 (imports)
MA Employees: 10
Product/Service Description:
Freight forwarder.

FOREIGN PARENT/AFFILIATE:
Kuehne & Nagel Group
Geschaftsleitung Und Zentralkontor
National Head Office
Postfach 111253
Baumwall 7
2000 Hamburg 11
Germany

LaserComb America, Inc.
Palmer Industrial Park
Palmer, MA 01069
Contact: Mr. Simon James
Title: President
Tel: 413-283-9916
Fax: 413-289-1278
MA Employees: 30
Product/Service Description:
Develops and markets software for the folding carton industry.

FOREIGN PARENT/AFFILIATE:
Laser Kombinations Systeme
Austrasse 29
7315 Weilheim-tech
Germany

Lufthansa Airlines
627 Statler Office Building
Boston, MA 02116
Contact: Mr. Wilfred Buss
Title: Area Passenger Sales Manager
Tel: 617-482-1443
Fax: 617-451-0828
MA Employees: 74
Product/Service Description:
International airline.

FOREIGN PARENT/AFFILIATE:
Deutsche Lufthansa AG
Vongablenz Strasse 2-6
5000 Cologne 21
Germany

Luther & Maelzer, Inc.
124 South Road
Bedford, MA 01730
Contact: Mr. Donald Hague
Title: General Manager
Tel: 617-275-4560
Fax: 617-275-4630
MA Employees: 11
Product/Service Description:
Provides bare board testing equipment.

FOREIGN PARENT/AFFILIATE:
Luther & Maelzer GmbH
Hagenburger Strasse 54
3050 Wunstorf 1
Germany

Modicon, Inc.
1 High Street
North Andover, MA 01845
Contact: Mr. Paul White
Title: President
Tel: 508-794-0800
Fax: 508-975-9512
MA Employees: 600
Product/Service Description:
Manufactures programmable logic controlers.

FOREIGN PARENT/AFFILIATE:
AEG
Theodor-Strenin-Kai 1
6000 Frankfurt 70
Germany

NRC, Inc.
45 Industrial Place
Newton, MA 02164
Contact: Mr. David Nocella
Title: Vice President
Tel: 617-969-7690
Fax: 617-244-7685
MA Employees: 280
Product/Service Description:
Manufactures and wholesales tantalum metal.

FOREIGN PARENT/AFFILIATE:
Hermann C. Stark
Postfach 2540
Goslar/Harz 338
Germany

New England Tape Co.
30 Tower Street
Hudson, MA 01749
Contact: Mr. Ronald Edgren
Title: President
Tel: 508-562-3485
Fax: 508-562-7205
MA Employees: 50
Product/Service Description:
Manufactures thermoplastic extruders.

FOREIGN PARENT/AFFILIATE:
Brugmann Frisoplast GmbH
Kanalstrasse 80-90
4600 Dortmund 1
Germany

Nixdorf Computer Corp.
200 Wheeler Street
Burlington, MA 01803
Contact: Mr. Alfred Heller
Title: President
Tel: 617-273-0480
Fax: 617-221-0231
MA Employees: 600
Product/Service Description:
Manufactures mini-computer and data entry systems, word processors and mainframes.

FOREIGN PARENT/AFFILIATE:
Nixdorf Computer AG
Fuerstenweg
4790 Paderborn
Germany

Pferd, Inc.
30 Jytek Drive
Leominster, MA 01453
Contact: Mr. Frank Langf
Title: President
Tel: 508-840-6420
Fax: 508-840-6421
MA Employees: 18
Product/Service Description:
Distributes abrasives.

FOREIGN PARENT/AFFILIATE:
August Rueggeberg PferdssWerkzeuge
Hauptstrasse 13
Postfach 12 80
5277 Marienheide
Germany

P.W.A. Rolland Decor, Inc.
P.O. Box 8200
642 River Street
Fitchburg, MA 01420
Contact: Mr. Wilson Blackburn
Title: President
Tel: 508-342-1080
Fax: 508-345-4268
MA Employees: 150
Product/Service Description:
Makes specialty papers for furniture laminates.

FOREIGN PARENT/AFFILIATE
P.W.A. Dekor GmbH
Waldhauser Strasse 41
7080 Aalen-Unterkorchen
Germany

RTS Technology, Inc.
35 Flagship Drive
North Andover, MA 01845
Contact: Mr. John Munro
Title: President
Tel: 508-683-5211
Fax: 508-683-9469
MA Employees: 4
Product/Service Description:
Manufactures industrial x-ray inspection equipment.

FOREIGN PARENT/AFFILIATE:
Isotopen Technic Saurwein GmbH
Bergeschestrasse 16
5657 Haan
Germany

Riwo Wire, Inc.
P.O. Box 1585
High Street
Plainville, MA 02762
Contact: Mr. Charles Garibedian
Title: Sales Manager
Tel: 508-695-3500
Fax: 508-695-3511
MA Employees: 3
Product/Service Description:
Provides sales of high-carbon steel wire.

FOREIGN PARENT/AFFILIATE:
Peter Wolter AG
Postfach 122
2370 Rendsburg
Germany

Rohm Tech
195 Kannall Street
Malden, MA 02148
Contact: Mr. Ekkehard Grampp
Title: President
Tel: 617-321-6984
Fax: 617-322-0358
MA Employees: 130
Product/Service Description:
Manufactures chemicals.

FOREIGN PARENT/AFFILIATE:
Rohm Tech
Kirschenelle
6100 Darmstadt
Germany

Schenker International Forwarders

440 McClellan Highway
East Boston, MA 02128
Contact: Mr. Hans Pittinger
Title: Branch Manager
Tel: 617-569-6070
Fax: 617-569-6074
MA Employees: 14
Product/Service Description:
Provides freight forwarding services.

FOREIGN PARENT/AFFILIATE:
Schenker & Co., GmbH
P. O. Box 700964
Hainer Weg 13-15
6000 Frankfurt/Main 70
Germany

Schott Fiber Optics, Inc.

122 Charlton Street
Southbridge, MA 01550
Contact: Mr. Brian A. Edney
Title: President
Tel: 508-765-9744
Fax: 508-764-6273
MA Employees: 370
Product/Service Description:
Manufactures fiber nptical lmaging products; medical and industrial instrumentation.

FOREIGN PARENT/AFFILIATE:
Schott Glaswerke
Hattenbergstrasse 10
Postfach 2480
6500 Mainz 1
Germany

SemiTech International

56 Roland Street
Boston, MA 02129
Contact: Mr. Terry Cullen
Title: President
Tel: 617-628-8880
Fax: 617-628-8778
MA Employees: 8
Product/Service Description:
Markets SZ Testsytems, a universal component test system for the electronics industry.

FOREIGN PARENT/AFFILIATE:
SZ Testsystems GmbH
Potweg 5
8201 Amerang
Germany

Siemens Medical Electronics, Inc.

16 Electronics Avenue
Danvers, MA 01923
Contact: Mr. Frank Janicke
Title: Senior Vice President
Tel: 508-750-7500
Fax: 508-777-3398
MA Employees: 360
Product/Service Description:
Manufactures patient monitoring equipment.

FOREIGN PARENT/AFFILIATE:
Siemens AG UB-Med
P.O. Box 103
8000 Munich 1
Germany

Spindler & Hoyer, Inc.

459 Fortune Boulevard
Milford, MA 01757
Contact: Mr. Peter Andreas
Title: VP, Sales and Marketing
Tel: 508-478-620
Fax: 508-478-5980
MA Employees: 10
Product/Service Description:
Designs and manufactures precision optics, opto-me hanics, and lasers.

FOREIGN PARENT/AFFILIATE:
Spindler & Hoyer GmbH & Co.
Postfach 3353
Konigsallee 23
3400 Gottingen
Germany

R. Stahl, Inc.

150 New Boston Street
Woburn, MA 01801
Contact: Mr. Winfried Faulring
Title: Plant Manager
Tel: 617-933-1844
Fax: 617-933-7896
MA Employees: 11
Product/Service Description:
Manufactures explosion-proof electrical equipment for process controls.

FOREIGN PARENT/AFFILIATE:
R. Stahl Schaltgerate GmbH
Postfach 1263
Bergstrasse 2
7118 Kunzelsau
Germany

Storopack, Inc.
125 Flanders Road
Westborough, MA 01581
Contact: Mr. John Mellott
Title: President
Tel: 508-366-1249
Fax: 508-366-9539
MA Employees: 12
Product/Service Description:
Manufactures and wholesales loose-fill packing material.

FOREIGN PARENT/AFFILIATE:
Storopack Hanj Reichenecker GmbH & Co.
Untere Rietstrasse 30
7430 Metzingen
Germany

TUV America, Inc.
5 Cherry Hill Drive
Danvers, MA 01923
Contact: Mr. Kurt Else
Title: President
Tel: 508-777-7999
Fax: 508-777-8441
MA Employees: 15
Product/Service Description:
Provides product safety testing certification and consulting to medical instrumentation, vehicular technologies and environmental products industries entering the EC markets.

FOREIGN PARENT/AFFILIATE:
TUV Bayern CV
P.O. Box 210420 Prufstelle fur Geratesicherbeit
Westenstrasse 1999
8000 Munich 21
Germany

TUV Rheiniand of N. America
165 Forest Street, Suite 201
Marlborough, MA 01752
Contact: Mr. Gunter Steega
Title: Office Manager
Tel: 508-460-0792
Fax: 508-460-9073
MA Employees: 10
Product/Service Description:
Provides safety testing and certification of data processing, medical, automobile, RFI, steam and pressure and QA systems.

FOREIGN PARENT/AFFILIATE:
TUV Rheiniand CV
Postfach 101 750
5000 Cologne 1
Germany

Titex Tools, Inc.
P.O. Box 1558
180 Laurel Street
Greenfield, MA 01301
Contact: Mr. Glenn Warren
Title: Operations Manager
Tel: 413-674-6561
Fax: 413-774-2110
MA Employees: 11
Product/Service Description:
Markets industrial cutting tools.

FOREIGN PARENT/AFFILIATE:
Gunther & Company
Postfach 900 449
6000 Frankfurt/Main 90
Germany

Trumpf industrial Lasers, Inc.
500 Research Drive
Wilmington, MA 01887
Contact: Mr. Daniel DeChamps
Title: Executive Vice President
Tel: 508-658-0160
Fax: 508-694-9983
MA Employees: 50
Product/Service Description:
Manufactures industrial lasers.

FOREIGN PARENT/AFFILIATE:
Trumpf Lasertechnik GmbH
Johannmaustrasse 2
Postfach 1320
7257 Ditzeingen 1
Germany

Unametal
7 Opportunity Way
Newburyport, MA 01950
Contact: Mr. Barry Malitski
Title: VP, Sales
Tel: 800-845-8368
Fax: 508-465-1475
MA Employees: 20
Product/Service Description:
Manufactures louvers for building construction.

FOREIGN PARENT/AFFILIATE:
Christian Pohi GmbH
Rovert-Bosch-Str. 6
5000 Koln 71 (Fuhlingen)
Germany

Union Transport
30 Railroad Street
Revere, MA 02151
Contact: Mr. Steve Savorice
Title: Manager
Tel: 617-289-4500
Fax: 617-286-0977
MA Employees: 15
Product/Service Description:
Provides freight forwarding services.

FOREIGN PARENT/AFFILIATE:
Union Transport Flughafen Frachtzentrum
Postfach 300910
4000 Dusseldorf 30
Germany

Wolters, Peter of America, Inc.
P.O. Box 1585
High Street
Plainville, MA 02762
Contact: Mr. H.J. Bovensiepen
Title: President
Tel: 508-695-7151
Fax: 508-695-7154
MA Employees: 15
Product/Service Description:
Provides sales and servicing of precision tolerance lapping, polishing and honing machines.

FOREIGN PARENT/AFFILIATE:
Peter Wolters AG
Postfach 122
Rendsburg 237
Germany

GREAT BRITAIN
See England, Scotland and Wales (no entries for N. Ireland)

GREECE

National Bank of Greece, S.A.
33 State Street
Boston, MA 02109
Contact: Mr. Lakis Theoharis
Title: President
Tel: 617-367-2200
Fax: 617-367-0151
MA Employees: 35
Product/Service Description:
Provides commercial banking services.

FOREIGN PARENT/AFFILIATE:
National Bank of Greece, S.A.
86 Eolou Street
121 Athens
Greece

Olympic Airways
The Statler Building
20 Park Plaza, Suite 937
Boston, MA 02116
Contact: Mr. Spiros Sotos
Title: Manager
Tel: 617-451-0500
Fax: 617-451-2081
MA Employees: 2
Product/Service Description:
International airline.

FOREIGN PARENT/AFFILIATE:
Olympic Airways
96 Syngrou Avenue
Athens
Greece

HOLLAND
See Netherlands

IRELAND

Aer Lingus - Irish Airlines
60 School Street
Boston, MA 02108
Contact: Mr. John Bastable
Title: Senior Vice President
Tel: 617-742-7120
Fax: not available
MA Employees: 30
Product/Service Description:
International airline.

FOREIGN PARENT/AFFILIATE:
Aer Lingus
Dublin Airport
Dublin
Ireland

Bank of Ireland
LOAN PRODUCTION OFFICE
One Financial Center, 16th Floor
Boston, MA 02111
Contact: Mr. Bernard Hayes
Title: Regional Vice President
Tel: 617-261-4866
Fax: 617-423-3209
MA Employees: 3
Product/Service Description:
Loan production.

FOREIGN PARENT/AFFILIATE:
Bank of Ireland
Lower Baggot Street
Dublin 2
Ireland

Container Corporation
365 Audubon Road
Wakefield, MA 01880
Contact: Mr. Donald Roy
Title: General Manager
Tel: 617-245-8600
Fax: 617-245-4654
MA Employees: 100
Product/Service Description:
Manufactures corrugated containers.

FOREIGN PARENT/AFFILIATE:
Jefferson Smurfit Group Ltd.
Beech Hill
Clonskeagh, Dublin 4
Ireland

Galway Irish Crystal
85 Flagship Drive
North Andover, MA 01845
Contact: Mr. Herbert Campbell
Title: Vice President
Tel: 508-688-3376
Fax: 508-688-0840
MA Employees: 4
Product/Service Description:
Imports fine lead crystal drinkware and gifts.

FOREIGN PARENT/AFFILIATE:
Galway Irish Crystal
Merlin Park
Galway
Ireland

Tramex
19 Crosby Road
Bedford, MA 01750
Contact: Mr. Alan Rolnhardt
Title: President
Tel: 617-275-4580
Fax: 617-275-6494
MA Employees: 15
Product/Service Description:
Sales office of non-destructive, electronic mice detection systems.

FOREIGN PARENT/AFFILIATE:
Tramex Ltd.
IDA Enterprise Center
Pearse Street
Dublin 2
Ireland

ISRAEL

Bank Hapoalim BM
70 Federal Street
Boston, MA 02110
Contact: Mr. Haim Krupsky
Title: Manager
Tel: 617-482-7440
Fax: 617-542-0015
MA Employees: 20
Product/Service Description:
Provides commercial banking services.

FOREIGN PARENT/AFFILIATE:
Bank Hapoalim B.M.
50 Rothschild Boulevard
Tel Aviv
Israel

El Al Israel Airlines
500 Statler Office Building
20 Park Plaza
Boston, MA 02116
Contact: Mr. Joseph Silberman
Title: Regional Manager
Tel: 617-426-2651
Fax: 617-426-0170
MA Employees: 4
Product/Service Description:
International airline.

FOREIGN PARENT/AFFILIATE:
El Al Israel Airlines Ltd.
Ben Gurion Airport
Tel-Aviv
Israel

Elscint, Inc.
245 Pleasant Street
Brookline, MA 02146
Contact: Dr. Robert Sohval
Title: Vice-President & COO
Tel: 617-739-6000
Fax: 617-277-0143
MA Employees: 35
Product/Service Description:
Markets and services computer-based medical diagnostic imaging systems.

FOREIGN PARENT/AFFILIATE:
Elscint Ltd.
Advanced Technology Center
P.O. Box 5258
Haifa 31004
Israel

I-Logix
22 Third Avenue
Burlington, MA 01803
Contact: Mr. Raymond Moritz
Title: President
Tel: 617-272-8090
Fax: 617-272-8035
MA Employees: 12
Product/Service Description:
Develops and markets CASE tool software for the aerospace and defense industries.

FOREIGN PARENT/AFFILIATE:
Ad Cad Ltd.
Science Based Park
Kiryat Weizmann
Rehovot
Israel

Inframetrics, Inc.
16 Esquire Road
Billerica, MA 01862
Contact: Mr. Brian O'Donohue
Title: President & CEO
Tel: 508-670-5555
Fax: 508-667-1046
MA Employees: 190
Product/Service Description:
Manufactures infrared imagers for commercial and military applications.

FOREIGN PARENT/AFFILIATE:
Elbit Computers Ltd.
Advanced Technology Center
P.O. Box 5390
31053 Haifa
Israel

International Software Group, Inc.
P.O. Box 8119
One Apple Hill
Natick, MA 01720
Contact: Mr. Arie Gonen
Title: President/Partner
Tel: 508-651-3888
Fax: 508-650-4962
MA Employees: 10
Product/Service Description:
Develops and sells software products.

FOREIGN PARENT/AFFILIATE:
ISG Software Industries Ltd.
Industrial Park
Technion City
32000 Haifa
Israel

Ophir Optronics, Inc.
21 Main Street
N. Reading, MA 01864
Contact: Mr. Carl Burns
Title: General Manager
Tel: 508-664-1176
Fax: 508-664-0309
MA Employees: 4
Product/Service Description:
Sells and services laser power meters which measure the output of scientific lasers.

FOREIGN PARENT/AFFILIATE:
Ophir Optronics Ltd.
Science Based Industrial Park
P.O. Box 18076
91180 Jerusalem
Israel

Optrotech, Inc.
44 Manning Road
Billerica, MA 01821
Contact: Mr. Bennie Einhorn
Title: President
Tel: 508-667-6037
Fax: 508-667-9969
MA Employees: 80
Product/Service Description:
Markets and services laser scanners for optical equipment.

FOREIGN PARENT/AFFILIATE:
Optrotech Ltd.
Industrial Zone B
P.O. Box 69
70450 Nesziona
Israel

Orbot, Inc.
Constitution Park
4 Constitution Way
Woburn, MA 01801
Contact: Mr. Aaron Mankovski
Title: President
Tel: 617-938-8244
Fax: 617-938-6243
MA Employees: 100
Product/Service Description:
Manufactures and markets AOI optical scanning equipment.

FOREIGN PARENT/AFFILIATE:
Orbot Systems
Industrial Zone
P.O. Box 215
70651 Yavne
Israel

Scitex America Corporation
Eight Oak Park Drive
Bedford, MA 01730
Contact: Mr. George Carlisle
Title: President/CEO
Tel: 617-275-5150
Fax: 617-275-3430
MA Employees: 350
Product/Service Description:
Markets and services data processing equipment; turn-key computer aided design systems for color imaging.

FOREIGN PARENT/AFFILIATE:
Scitex Corporation Ltd.
Hamada Street
P.O. Box 330
46103 Herzelia B
Israel

ITALY

Alitalia Airlines
1 Exeter Plaza, 699 Boylston Street
Boston, MA 02116
Contact: Mr. Felice Figiuolo
Title: Area Manager
Tel: 617-267-2882
Fax: 617-247-3649
MA Employees: 14
Product/Service Description:
International airline.

FOREIGN PARENT/AFFILIATE:
Alitalia - Linee Aeree Italiane
Palazzo Alitalia
P. le Giulio Pastore
CAP-00144 Rome
Italy

AXIS USA, Inc.
410 Forest Street
Marlborough, MA 01752
Contact: Mr. Len L. Melanson, Jr.
Title: Vice President of Sales
Tel: 508-481-4700
Fax: 508-481-8769
MA Employees: 40
Product/Service Description:
Provides engineering and production of automatic assembly lines.

FOREIGN PARENT/AFFILIATE:
AXIS
Davarnelle Val Di Pesa
Florence 50028
Italy

Marposs Techno, Inc.
295 Edgewater Drive
Wakefield, MA 01880
Contact: Mr. Francesco Ziprani
Title: Manager, R & D
Tel: 617-246-7767
Fax: 617-246-0224
MA Employees: 10
Product/Service Description:
Provides R&D in computer hardware and software; conventional electronic gauges, statistic analyzers and optical measurements.

FOREIGN PARENT/AFFILIATE:
Marposs SPA
Via Saliceto, 13
Bentivoglio
40010 Bologna
Italy

New England Milling
P.O. Box 666
Nemco Way
Ayer, MA 01432
Contact: Mr. Skip Kinney
Title: General Manager
Tel: 508-772-6337
Fax: 508-772-6102
MA Employees: 20
Product/Service Description:
Processes wheat into flour.

FOREIGN PARENT/AFFILIATE:
Italgrani SPA
5 Medina-40
80133 Naples
Italy

JAPAN

Acme Chain Company
821 Main Street
Holyoke, MA 01040
Contact: Mr. Takahiko Yoshioke
Title: General Manager
Tel: 413-536-1576
Fax: 413-534-8239
MA Employees: 200
Product/Service Description:
Manufactures precision lumber chain.

FOREIGN PARENT/AFFILIATE:
Tsubaki Moto Chain Company
12-21 Tsurumi, 3-Chome
Tsurumi-ku
Osaka 538
Japan

Alpine American
5 Michigan Drive
Natick, MA 01760
Contact: Mr. Al Chrisbacher
Title: Vice President
Tel: 508-655-1123
Fax: 508-655-9337
MA Employees: 17
Product/Service Description:
Manufactures bag machines and extruders.

FOREIGN PARENT/AFFILIATE:
Hosokawa Micron Corporation
Midosuji-Honmachi Building, 2nd Floor
5-7, 3-Chome
Chuo-ku Hommachi
Osaka 541
Japan

Autumn Hills International Corp.
20 University Road, Suite 525
Cambridge, MA 02138
Contact: Mr. Koji Akiyama
Title: President
Tel: 617-354-8707
Fax: 617-354-8719
MA Employees: 3
Product/Service Description:
Provide healthcare research and consulting.

FOREIGN PARENT/AFFILIATE:
Akiyama
N-6, E-3
Higashiku
Sapporo
Hokkaido 060
Japan

Bacon Felt Co. Ltd.
395 West Water Street
Taunton, MA 02790
Contact: Mr. Robert O'Brien
Title: President
Tel: 508-823-0791
Fax: 508-823-2855
MA Employees: 85
Product/Service Description:
Manufactures and distributes wool and synthetic felt, felt products, and writing instrument parts.

FOREIGN PARENT/AFFILIATE:
The Teibow Co. Ltd.
36 Mukojuku-cho
Hamamatsu City 430
Japan

Bank of Tokyo Financial Corporation
P.O. Box 2332
125 Summer Street
Boston, MA 02107
Contact: Mr. Richard Carolan
Title: Senior Vice President
Tel: 617-573-9000
Fax: 617-345-5688
MA Employees: 210
Product/Service Description:
Provides leasing, advisory, and other financial services to corporations.

FOREIGN PARENT/AFFILIATE:
Bank of Tokyo Ltd.
1-3-2 Hongoku-Cho Nihombash
Chuo-ku, Tokyo 103
Japan

Bank of Tokyo Trust Company
50 Milk Street, Suite 1500
Boston, MA 02109
Contact: Mr. Michael Cronin
Title: Vice President
Tel: 617-695-9217
Fax: 617-451-2589
MA Employees: 2
Product/Service Description:
Branch banking office.

FOREIGN PARENT/AFFILIATE:
Bank of Tokyo Ltd.
3-2 Nihombashi Hongokocho, 1-Chome
Chuo-ku
Tokyo 103-91
Japan

Battery Engineering, Inc.
1636 Hyde Park Avenue
Hyde Park, MA 02136
Contact: Mr. Nikola Marincic
Title: President
Tel: 617-361-7555
Fax: 617-361-1835
MA Employees: 50
Product/Service Description:
Manufactures high density lithium batteries; research and development.

FOREIGN PARENT/AFFILIATE:
Hitachi-Maxell
1-1-88 Ushitora
Ibaraki
Osaka 567
Japan

CT Scanner Manufacturing, Inc.
130 Baker Avenue
Concord, MA 01742
Contact: Mr. William Joyce
Title: President
Tel: 508-371-7455
Fax: 508-371-7458
MA Employees: 14
Product/Service Description:
Manufactures CAT-scan equipment.

FOREIGN PARENT/AFFILIATE:
Hitachi Medical Corp.
1-1-14 Uchikamda
Chiyoda-ku
Tokyo 101
Japan

Daiwa Bank Ltd.
One Post Office Square, Suite 3600
Boston, MA 02109
Contact: Mr. Daniel Eastman
Title: Vice President
Tel: 617-451-3200
Fax: 617-423-4884
MA Employees: 4
Product/Service Description:
Provides commercial banking services to New England-based middle-market companies.

FOREIGN PARENT/AFFILIATE:
The Daiwa Bank, Limited
1-8 Bingomachi, 2-Chome
Chuo-ku
Osaka 541
Japan

DISCO International Career Resources, Inc.
20 Park Plaza, Suite 312
Boston, MA 02116
Contact: Mr. T. Oishi
Title: President
Tel: 617-695-1366
Fax: 617-695-1558
MA Employees: 5
Product/Service Description:
Coordinate job fairs for American and Japanese companies.

FOREIGN PARENT/AFFILIATE:
DISCO, Inc.
153 Bunkyo-Ku
Kroanu
Tokyo
Japan

Discom, Inc.
334 Littleton Road
Westford, MA 01886
Contact: Mr. William Curry
Title: President
Tel: 508-692-6000
Fax: 508-692-8489
MA Employees: 110
Product/Service Description:
Manufactures high-voltage power supplies and inflection modes for cathode rays.

FOREIGN PARENT/AFFILIATE:
TDK
1-13-1 Nihonbashi
Chuo-ku 103
Japan

Eisai Research Institute of Boston

4 Corporate Drive
Andover, MA 01819
Contact: Mr. Haruo Naito
Title: President
Tel: 508-794-1117
Fax: 508-794-4910
MA Employees: 35
Product/Service Description:
Engages in pharmaceutical research.

FOREIGN PARENT/AFFILIATE:
Eisai Company Ltd.
4-6-10 Koishakawa
Bunkyo-ku
Tokyo 112
Japan

Energy Sciences, Inc.

42 Industrial Way
Wilmington, MA 01887
Contact: Mr. Takashi Tsukakoshi
Title: President
Tel: 508-694-9000
Fax: 508-694-9046
MA Employees: 100
Product/Service Description:
Manufactures electron beam equipment systems.

FOREIGN PARENT/AFFILIATE:
Iwasaki Electric Co. Ltd.
12-4 Shiba, 3-Chome
Minato-ku
Tokyo 105
Japan

Enprotech Corporation

One Washington Plaza
Hyde Park, MA 02136
Contact: Mr. Stanley Klein
Title: Vice President
Tel: 617-361-5700
Fax: 617-361-5708
MA Employees: 15
Product/Service Description:
Manufactures and distributes scientific laboratory instruments.

FOREIGN PARENT/AFFILIATE:
C. Itoh
5-1, Kita Aoyama, 2-Chome
Minato-ku
Tokyo 107
Japan

Fanuc USA Corporation

30 Boynton Road
Holliston, MA 01746
Contact: Mr. Yoichi Sato
Title: Assistant Manager
Tel: 508-429-3165
Fax: 508-429-3168
MA Employees: 4
Product/Service Description:
Services spindle drives.

FOREIGN PARENT/AFFILIATE:
Fanuc Limited
35-80 Shibokusa Aza-Komanba
Oshino-Mura, Manamitsuru-gun
Yamanashi-Pref. 401-05
Japan

For-A Corporation of America

313 Speen Street
Natick, MA 01760
Contact: Mr. David E. Acker
Title: President
Tel: 508-650-3902
Fax: 508-651-8729
MA Employees: 13
Product/Service Description:
Distributes video equipment.

FOREIGN PARENT/AFFILIATE:
For-A Co. Ltd.
3-2-5 Nishi-shinjuku
Shinjuku-ku
Tokyo 160
Japan

Fujitec America, Inc.

Hingham Corporate Center
72 Sharp Street (Unit C-2)
Hingham, MA 02043
Contact: Mr. Thomas Green
Title: Area Manager
Tel: 617-331-6992
Fax: 617-331-5485
MA Employees: 25
Product/Service Description:
Manufactures elevators and escalators.

FOREIGN PARENT/AFFILIATE:
Fujitec Co. Ltd.
28-10 Shoh, 1-Chome
Ibaraki City
Osaka 567
Japan

Fujitsu America, Inc.
10 Mall Road, Suite 210
Burlington, MA 01803
Contact: Mr. Barry Robertson
Title: Manager
Tel: 617-229-6310
Fax: 617-229-6249
MA Employees: 15
Product/Service Description:
Distributes equipment for computers, software, and printers.

FOREIGN PARENT/AFFILIATE:
Fujitsu Co. Ltd.
6-1, Marunochi 1-Chome
Chiyoda-ku
Tokyo 100
Japan

Fujitsu Imaging Systems of America
404 Wyman Street
Waltham, MA 02154
Contact: Ms. Amory Phelps
Title: Branch Manager
Tel: 617-890-4833
Fax: 617-890-4856
MA Employees: 10
Product/Service Description:
Distributes facsimile machines.

FOREIGN PARENT/AFFILIATE:
Fujitec Co. Ltd.
28-10 Shoh, 1-Chome
Ibaraki City
Osaka 567
Japan

Gould, Inc.
SHAWMUT DIVISION
374 Merrimac Street
Newburyport, MA 01950
Contact: Mr. William A. Trotman
Title: President/General Manager
Tel: 508-462-6662
Fax: 508-465-6419
MA Employees: 500
Product/Service Description:
Manufactures multiple use fuses.

FOREIGN PARENT/AFFILIATE:
Nippon Mining Company Ltd.
10-1 Toranomon, 2-Chome
Minato-ku
Tokyo 105
Japan

Hamamatsu Photonic Systems, Corp.
VIDEO PRODUCTS DIVISION
508 Edgewater Drive
Wakefield, MA 01880
Contact: Mr. Gary Green
Title: Product Manager
Tel: 617-245-8100
Fax: 617-245-1333
MA Employees: 3
Product/Service Description:
Markets video industrial measuring equipment.

FOREIGN PARENT/AFFILIATE:
Hamamatsu Photonic KK Limited
Nissei Hamamatsu Ekimae Building
325-6 Sunlyama-cho
Hamamatsu City 430
Japan

Hankyu International Transport, Inc.
440 McClellan Highway
E. Boston, MA
Contact: Mr. Sam Moriyama
Title: Manager
Tel: 617-569-3453
Fax: 617-569-3648
MA Employees: 3
Product/Service Description:
Airfreight forwarder.

FOREIGN PARENT/AFFILIATE:
Hankyu Express Co. Ltd.
5-3 Kohnam, 5-chome
Minato-ku
Tokyo
Japan

Hitachi America
5 Burlington Woods Drive
Burlington, MA 01803
Contact: Mr. Paul Garove
Title: Manager
Tel: 617-229-2150
Fax: 617-229-6554
MA Employees: 9
Product/Service Description:
Markets semiconductors.

FOREIGN PARENT/AFFILIATE:
Hitachi Ltd.
6-Kanda-Furugadai, 4-Chome
Chiyoda-ku
Tokyo 101-10
Japan

Hitachi Chemical Electro-Products
1800 West Park Drive
Westborough, MA 01581
Contact: Mr. Hironori Masuda
Title: Product Manager
Tel: 617-366-4092
Fax: 617-366-9164
MA Employees: 8
Product/Service Description:
Markets multi-wire and multi-layer printed circuit boards.

FOREIGN PARENT/AFFILIATE:
Hitachi Chemical Co. Ltd.
Overseas Department, C.P.O. Box 233
Mitsui Building, Shinjuku-ku
Tokyo 160
Japan

Hitachi Computer Products (America)
Reservoir Place, Third Floor
1601 Trapelo Road
Waltham, MA 02154
Contact: Mr. Yoshihiko Kadowaki
Title: Vice President
Tel: 617-890-0444
Fax: 617-890-4998
MA Employees: 46
Product/Service Description:
Develops software.

FOREIGN PARENT/AFFILIATE:
Hitachi Ltd.
6-Kanda-Furugadai, 4-Chome
Chiyoda-ku
Tokyo 101-10
Japan

HNSX Supercomputers, Inc.
77 South Bedford Street
Burlington, MA 01803
Contact: Mr. James R. Berrett
Title: CEO
Tel: 617-270-7600
Fax: 617-270-7650
MA Employees: 12
Product/Service Description:
Sells computers.

FOREIGN PARENT/AFFILIATE:
NEC Corp.
7-1 Sahiba 5-chome
Minato-Au
Tokyo 108-01
Japan

Horizon Research, Inc.
1432 Main Street
Waltham, MA 02154
Contact: Mr. William Lambert
Title: President
Tel: 617-466-8300
Fax: 617-466-8323
MA Employees: 40
Product/Service Description:
Engages in computer development and research.

FOREIGN PARENT/AFFILIATE:
Mitsubishi Electric Company
2-2-3 Marinouchi, 2-Chome
Chiyoda-ku
Tokyo 100
Japan

Hoya Optics, Inc. East
Route 131
58 Main Street
Sturbridge, MA 01566
Contact: Mr. Laurence Moreno
Title: Manager
Tel: 508-347-2671
Fax: 508-347-2798
MA Employees: 3
Product/Service Description:
Markets filter optical glasses including industrial, finished and blank, electro-optical devices, lasers, and laser glasses.

FOREIGN PARENT/AFFILIATE:
Hoya Corporation
3-3-1 Musashiro
Akishima-shi
Tokyo 196
Japan

Inspex, Inc.
40 Bear Hill Road
Waltham, MA 02254
Contact: Mr. Mario Malderi
Title: President
Tel: 617-890-3440
Fax: 617-890-8063
MA Employees: 65
Product/Service Description:
Markets television related equipment and measuring video systems.

FOREIGN PARENT/AFFILIATE:
Hamamatsu Television Co. Ltd.
11-26 Inchino-cho, Hamamatsu-shi
Shizuoka-ken 435
Japan

Ishida Interweigh, Inc.

44 Commercial Street
Raynham, MA 02767
Contact: Mr. Hirotoshi Kato
Title: Vice President
Tel: 508-880-5077
Fax: 508-880-5101
MA Employees: 8
Product/Service Description:
Sales office of scales and other weighing equipment.

FOREIGN PARENT/AFFILIATE:
Ishida Scales Manufacturing Co. Ltd.
44 Sanno-cho, Shogoin
Sakyo-ku
Tokyo 606
Japan

JEOL U.S.A., Inc.

11 Dearborn Road
Peabody, MA 01960
Contact: Mr. Gary Cogswell
Title: President
Tel: 508-535-5900
Fax: 508-535-7741
MA Employees: 150
Product/Service Description:
Markets and distributes sclentific Instruments and electron microscopes.

FOREIGN PARENT/AFFILIATE:
JEOL Ltd.
1418 Nakagami-cho
Akishima-shi
Tokyo
Japan

Japan Air Lines

545 Boylston Street, Suite 503
Boston, MA 02116
Contact: Mr. Felix Miceli
Title: District Sales Manager
Tel: 617-262-8800
Fax: 617-262-7612
MA Employees: 5
Product/Service Description:
International airline.

FOREIGN PARENT/AFFILIATE:
Japan Air Lines Co.
Tokyo Building
Enouchi, 2-Chome, Chiyoda-ku
Tokyo 100
Japan

Judd Wire, Inc.

55 Turnpike Road
Turners Falls, MA 01376
Contact: Mr. Hirokazu Miyauchi
Title: President
Tel: 413-863-4357
Fax: 413-863-3516
MA Employees: 143
Product/Service Description:
Manufactures electronic wire and cable for airplanes, ABS brakes and household appliances.

FOREIGN PARENT/AFFILIATE:
Sumitomo Electric Industries Ltd.
3-3 Satsuki-cho
Kanuma City
Tochigi Prefecture 322
Japan

K Line Air Service U.S.A., Inc.

440 McClellan Highway
East Boston, MA 02128
Contact: Mr. Satoshi Yamamoto
Title: Manager
Tel: 617-569-8450
Fax: 617-569-1937
MA Employees: 7
Product/Service Description:
Provides air freight forwarding services.

FOREIGN PARENT/AFFILIATE:
K Line Air Service Ltd.
739 Shibaura
3-Chome, Minato-ku
Tokyo 108
Japan

Kameyama USA, Inc.

1140 Airport Road
Fall River, MA 02720
Contact: Mr. Seishi Tanikawa
Title: President
Tel: 508-678-1945
Fax: 508-678-2920
MA Employees: 30
Product/Service Description:
Manufactures and distributes candles.

FOREIGN PARENT/AFFILIATE:
Kameyama Candle Co. Ltd.
1504-1 Sakae-machi, Kameyama-shi
Mie-ken 519-02
Japan

Kanzaki Specialty Papers, Inc.

20 Cummings Street
Ware, MA 01082
Contact: Mr. Kazuhiko Watanabe
Title: President
Tel: 413-967-6204
Fax: 413-967-6809
MA Employees: 200
Product/Service Description:
Manufactures facsimile paper and other pressure-sensitive paper.

FOREIGN PARENT/AFFILIATE:
Kanzaki Specialty Papers Manf. Co. Ltd.
3-7 Chome, Kanda Ogakamachi
Chiyoda-ku
Tokyo 101
Japan

Kao Infosystems Company

40 Grissom Road
Plymouth, MA 02360
Contact: Mr. Peter McGuirk
Title: President
Tel: 508-747-5520
Fax: 508-747-5521
MA Employees: 200
Product/Service Description:
Manufactures floppy disks.

FOREIGN PARENT/AFFILIATE:
Kao Corporation
14-10 Nihombashi, Kayabacho 1-Chome
Chuo-ku
Tokyo 103
Japan

Kawasaki Rail Car, Inc.

440 McClellan Highway, Suite 116
East Boston, MA 02128
Contact: Mr. Robert Stacy
Title: Program Manager
Tel: 617-561-1140
Fax: 617-561-1252
MA Employees: not available
Product/Service Description:
Project office for transit vehicles.

FOREIGN PARENT/AFFILIATE:
Kawasaki Heavy Industry Ltd.
World Trade Center Building G-41
Hamamatsu-Cho, 2-Chome, Minoto-ku
Tokyo 105
Japan

Kinki Sharyo Company Ltd.

20 Walnut Street
Wellesley Hills, MA 02181
Contact: Mr. Norio Hara
Title: General Manager
Tel: 617-237-2075
Fax: 617-237-2079
MA Employees: 5
Product/Service Description:
Sales and project management of transit vehicles.

FOREIGN PARENT/AFFILIATE:
Kinki Sharyo Company Limited, The
9-69 Inada Shimachi
3 Higashi
Osaka City 577
Japan

Kintetsu World Express, Inc.

200 Fallon Road
Stoneham, MA 02180
Contact: Mr. Kiyohiko Tahara
Title: Branch Manager
Tel: 617-279-1026
Fax: 617-279-1426
MA Employees: 37
Product/Service Description:
Provides air freight forwarding services.

FOREIGN PARENT/AFFILIATE:
Kintetsu Koku Kamotsu KK
Time-Life Building
3-6 Ohtemachi, 2-Chome, Chiyoda-ku
Tokyo 100
Japan

Koden International, Inc.

77 Accord Park Drive
Norwell, MA 02061
Contact: Mr. H. Shinkawa
Title: President
Tel: 617-871-6223
Fax: 617-871-6226
MA Employees: 11
Product/Service Description:
Provides sales of marine electronic equipment and radar.

FOREIGN PARENT/AFFILIATE:
Koden Electronics Limited
2-10-45 Kammi Osaki
Shinagawa-ku
Tokyo 141
Japan

Kohl & Madden Printing Ink Corp.
275 Centre Street
Holbrook, MA 02343
Contact: Mr. Gene Standora
Title: Acting Branch Manager
Tel: 617-767-5200
Fax: 617-767-9480
MA Employees: 9
Product/Service Description:
Distributes printing ink.

FOREIGN PARENT/AFFILIATE:
Dinippon Ink & Chemical
DIC Building,7-20 Nihon Bonchi, 3-Chome
Chuo-ku
Tokyo 103
Japan

Kyocera America, Inc.
24 Prime Park Way, Suite 150
Natick, MA 01760
Contact: Mr. Kenji Aonuma
Title: Manager
Tel: 508-651-8161
Fax: 508-655-9139
MA Employees: 14
Product/Service Description:
Provides sales of ceramic materials for computers and electronic component systems.

FOREIGN PARENT/AFFILIATE:
Kyocera Corporation
52-11 Inoue-cho, Higashino
Yamashina-ku
Kyoto 607
Japan

Kyokuyo USA, Inc.
400 West Cummings Park, #2950
Woburn, MA 01801
Contact: Mr. Toshihiko Yamada
Title: General Manager
Tel: 617-935-0001
Fax: 617-938-3585
MA Employees: 3
Product/Service Description:
Trading company for marine and fishery products.

FOREIGN PARENT/AFFILIATE:
Kyokuyo Co. Ltd.
2-1-2 Marunouchi
Chiyoda-ku
Tokyo 100
Japan

MADICO, Inc.
64 Industrial Parkway
Woburn, MA 01888
Contact: Mr. Joseph Wadlinger
Title: President
Tel: 617-935-7850
Fax: 617-935-6841
MA Employees: 150
Product/Service Description:
Manufactures graphic arts and solar window control film.

FOREIGN PARENT/AFFILIATE:
Lintec Corporation
2323 Honcho
Itabashi-kl
Tokyo 173
Japan

M.O. Air International Inc.
King Interest Building
South Harborside Drive
East Boston, MA 02128
Contact: Mr. Yasutsugu Obara
Title: Regional Manager
Tel: 617-569-3755
Fax: 617-561-1358
MA Employees: 4
Product/Service Description:
Provides air freight forwarding services.

FOREIGN PARENT/AFFILIATE:
M.O. Air Systems
Nao-Kamiya Building, 10-11 Chome
Hatchobori, Chuo-ku
Tokyo 104
Japan

Makita USA Inc.
105 Forbes Boulevard
Mansfield, MA 02048
Contact: Mr. Norman Bishop
Title: Manager
Tel: 508-339-5300
Fax: 508-339-5595
MA Employees: 11
Product/Service Description:
Services power tools.

FOREIGN PARENT/AFFILIATE:
Makita Electric Works Ltd.
11-8 Sumiyoshi-cho, 3-Chome
Anjo-shi
Aichi-ken 446
Japan

Marubeni America Corporation
Executive Place III, Suite 210
50 Mall Road
Burlington, MA 01803
Contact: Mr. Timothy Anderson
Title: General Manager
Tel: 617-273-4940
Fax: 617-273-5525
MA Employees: 4
Product/Service Description:
Imports and exports natural and synthetic leather for sporting goods manufacturers.

FOREIGN PARENT/AFFILIATE:
Marubeni Corporation
4-2 Ohtemachi, 1-Chome
Chiyoda-ku
Tokyo 100
Japan

Marubeni International Electronic
20 William Street
Wellesley, MA 02181
Contact: Mr. Yoshihiko Yagi
Title: President
Tel: 617-237-2115
Fax: 617-237-1046
MA Employees: 16
Product/Service Description:
Imports and exports electronic machinery and computer-related components.

FOREIGN PARENT/AFFILIATE:
Marubeni Corporation
4-2 Ohtemachi, 1-Chome
Chiyoda-ku
Tokyo 100
Japan

Matsushita Electrical Corp. of America (Panasonic)
75 University Avenue
Westwood, MA 02090
Contact: Mr. Robert Berkman
Title: General Manager
Tel: 617-326-4000
Fax: 617-329-2627
MA Employees: 47
Product/Service Description:
Markets and distributes consumer electronics and home appliances.

FOREIGN PARENT/AFFILIATE:
Matsushita Electric Industrial Company
1006 Kadoma
Kadoma-shi
Osaka 571
Japan

Matsushita Research Institute
1 Cambridge Center, Suite 403
Cambridge, MA 02142
Contact: Mr. Akira Fukumoto
Title: Director
Tel: 617-494-0145
Fax: 617-494-0277
MA Employees: 1
Product/Service Description:
Engages in research and development of industrial electronics.

FOREIGN PARENT/AFFILIATE:
Matsushita Research Institute
3-10-1 Higashimita
Tama
Kawasaki 214
Japan

Mazda Motor of America, Inc.
176 South Washington
Norton, MA 02766
Contact: Mr. Peter Charbonneau
Title: Manager
Tel: 508-285-5581
Fax: 508-285-5690
MA Employees: 30
Product/Service Description:
Provides sales of automotive parts and training of New England dealers for Mazda.

FOREIGN PARENT/AFFILIATE:
Mazda Motors Corporation
P.O. Box 18
Hiroshima 730-91
Japan

Minolta Business Systems, Inc.
2 Tower Park Office
Woburn, MA 01801
Contact: Ms. Loraine Sticnky
Title: Branch Administrator
Tel: 617-938-6911
Fax: 617-938-6843
MA Employees: 50
Product/Service Description:
Distributes office equipment.

FOREIGN PARENT/AFFILIATE:
Minolta Camera Company Limited
3-13 Osaka Kokusai Building, 2-Chome
Azuchi-machi, Chuo-ku
Osaka 541
Japan

Mitsubishi Electric Corporation
c/o Japan Program Office, Raytheon Company
Haverhill Street
Andover, MA 01810
Contact: Mr. Mitsuru Hareyama
Title: Manager
Tel: 508-470-4045
Fax: 508-470-4147
MA Employees: 1
Product/Service Description:
Liaison office for Mitsubishi Electric.

FOREIGN PARENT/AFFILIATE:
Mitsubishi Electric Corp.
2-2-3 Marunouchi, 2-Chome
Chiyoda-ku
Tokyo 100
Japan

Mitsubishi Electronics America, Inc.
200 Unicorn Park Drive
Woburn, MA 01801
Contact: Mr. Jack Losh
Title: Vice President
Tel: 617-932-5700
Fax: 617-938-1075
MA Employees: 35
Product/Service Description:
Provides sales of computer peripherals (disk drives, semiconductors, color monitors).

FOREIGN PARENT/AFFILIATE:
Mitsubishi Electronics
2-3 Marunouchi, 2-Chome
Chiyoda-ku
Tokyo 100
Japan

Mitsubishi International Corporation
Riverbend Business Park
Six Campanelli Drive
Andover, MA 01810
Contact: Mr. Yutaka Aragane
Title: VP/General Manager
Tel: 508-685-3317
Fax: 508-681-7763
MA Employees: 11
Product/Service Description:
Liaison office for defense and commercial products trading company.

FOREIGN PARENT/AFFILIATE:
Mitsubishi Corp.
6-3 Marunouchi, 2-Chome
Chiyoda-ku
Tokyo 100
Japan

Mori Seiki USA, Inc.
1455 Concord Street
Framingham, MA 01701
Contact: Mr. Masayuki Nomura
Title: Manager
Tel: 508-788-0044
Fax: 508-872-1327
MA Employees: 8
Product/Service Description:
Provides sales and servicing of machine tools and parts.

FOREIGN PARENT/AFFILIATE:
Mori Seiki Company Limited
362 Idono-cho
Yamato-koriyana
Nara 639-11
Japan

Murata Erie North America
Lakeside Office Park
599 North Avenue
Wakefield, MA 01880
Contact: Mr. James V. Marano
Title: Regional Sales Manager
Tel: 617-245-7880
Fax: 617-246-3127
MA Employees: 5
Product/Service Description:
Sells passive electronic components.

FOREIGN PARENT/AFFILIATE:
Murata Manufacturing Company Ltd.
26-10 Tenjin
2-chome
Nagaokakyo
Kyoto 617
Japan

Mutoh America, Inc.
23 Walker Drive
Reading, MA 01867
Contact: Mr. Davy Ohyama
Title: Vice President
Tel: 617-942-2442
Fax: not available
MA Employees: 1
Product/Service Description:
Sells drafting machines and equipment.

FOREIGN PARENT/AFFILIATE:
Mutoh Industries Ltd.
1-3 Ikejiri, 3-chome
Setegaya-ku
Tokyo 154
Japan

NEC America, Inc.
590 Edgewater Drive
Wakefield, MA 01880
Contact: Mr. Yutaka Tsukada
Title: Manager
Tel: 617-246-4870
Fax: 617-246-1902
MA Employees: 12
Product/Service Description:
Purchases and exports telecommunications and computer equipment.

FOREIGN PARENT/AFFILIATE:
Nippon Electric Co.
33-1 Shiba, 5-Chome
Minato-ku
Tokyo 108
Japan

NEC Electronics, Inc.
One Natick Executive Park
Natick, MA 01760
Contact: Mr. Jim Kelley
Title: Vice President
Tel: 508-655-8833
Fax: 508-872-8692
MA Employees: 100
Product/Service Description:
Markets integrated circuits (LSI's).

FOREIGN PARENT/AFFILIATE:
Nippon Electric Co. Ltd.
33-1 Shiba, 5-Chome
Minato-ku
Tokyo 108
Japan

NEC Systems Laboratory, Inc.
1414 Massachusetts Avenue
Boxborough, MA 01719
Contact: Mr. Keiichiro Kagiyama
Title: President/CEO
Tel: 508-263-2627
Fax: 508-264-0291
MA Employees: 14
Product/Service Description:
Engages in computer industry market research and consulting.

FOREIGN PARENT/AFFILIATE:
Nippon Electric Co. Ltd.
33-1 Shiba, 5-Chome
Minato-ku
Tokyo 108
Japan

NEC Technologies, Inc.
1414 Massachusetts Avenue
Boxborough, MA 01719
Contact: Mr. James Berrett
Title: President
Tel: 508-264-8000
Fax: 508-264-8673
MA Employees: 2,500
Product/Service Description:
Distributes and markets computer disk-drives, small systems, and other peripherals.

FOREIGN PARENT/AFFILIATE:
Nippon Electric Co. Ltd.
33-1 Shiba, 5-Chome
Minato-ku
Tokyo 108
Japan

NGK Spark Plugs (USA), Inc.
10 Speen Street
Framingham, MA 01701
Contact: Mr. Shuichi Arai
Title: District Manager
Tel: 508-820-0220
Fax: 508-820-3463
MA Employees: 3
Product/Service Description:
imports and distributes electronic parts.

FOREIGN PARENT/AFFILIATE:
NGK Spark Plugs Co. Ltd.
14-18 Takatsuji-cho
Mizuho-ku
Nagoya 467
Japan

NNR Aircargo Service USA
24 Railroad Street
Revere, MA 02151
Contact: Mr. Peter Boite
Title: Manager
Tel: 617-286-1630
Fax: 617-284-3835
MA Employees: 7
Product/Service Description:
Provides air freight forwarding services.

FOREIGN PARENT/AFFILIATE:
NNR - Nishi Tetsu Air Cargo Service
Head Office, Central Building
1-5 Kyobashi, 1-Chome
Chuo-ku
Tokyo 104
Japan

NYK Line (NA) Inc.
745 Atlantic Avenue, Suite 400
Boston, MA 02111
Contact: Mr. Scott Leggat
Title: Manager
Tel: 617-457-5800
Fax: 617-695-9490
MA Employees: 9
Product/Service Description:
Provides a pacific-service steamship line.

FOREIGN PARENT/AFFILIATE:
NYK
3-2 Marunochi, 2-Chome
Chiyoda-ku, C.P.O Box 1250
Tokyo 100-91
Japan

Nippon Cargo Airlines
140 Eastern Avenue
Chelsea, MA 02150
Contact: Mr. Mark Cameron
Title: Supervisor
Tel: 617-884-0088
Fax: 617-884-7979
MA Employees: 2
Product/Service Description:
Provides a cargo airline service.

FOREIGN PARENT/AFFILIATE:
Nippon Cargo Airlines
27th Floor Kasumi Gasekl Building
3-2-5 Chiyoda-ku, C.P.O. Box 58
Tokyo 100
Japan

Nippon Express USA, Inc.
King Facility
Logan International Airport
East Boston, MA 02128
Contact: Mr. Kazutami Kataoka
Title: Manager
Tel: 617-569-7770
Fax: 617-569-8819
MA Employees: 40
Product/Service Description:
Provides air freight forwarding services.

FOREIGN PARENT/AFFILIATE:
Nippon Express Co. Ltd.
12-9, 3-Chome, Soto-Kanda
Chiyoda-ku
Tokyo 101
Japan

Nippon Flute-USA
P.O. Box 2A
200 Homer Street
Ashland, MA 01721
Contact: Mr. Kino Ruth
Title: Vice President
Tel: 508-881-7111
Fax: 508-881-1788
MA Employees: 19
Product/Service Description:
Manufactures plastic bag-making machines for grocery and merchandise bags.

FOREIGN PARENT/AFFILIATE:
Nippon Flute Ltd.
880 Kitanagai Miyamoto, Miyoshi-cho
Iruma-gun
Saitama 354
Japan

Nishimatsu Construction Co. Ltd.
c/o The Raymond Company
Flagship Wharf, 197 Eight Street
Charlestown, MA 02129
Contact: Mr. Kazuhiko Takahara
Title: Chief Representative
Tel: 617-242-0392
Fax: 617-242-3486
MA Employees: 2
Product/Service Description:
Contracts construction services.

FOREIGN PARENT/AFFILIATE:
Nishimatsu Company Limited
1-20-10 Totanmon
Minato-ku
Tokyo 105
Japan

Nissan Motor Corporation
111 Plymouth Street
P.O. Box 198
Mansfield, MA 02048
Contact: Mr. Robert Sergi
Title: Regional Manager
Tel: 508-339-1000
Fax: 508-339-0860
MA Employees: 8
Product/Service Description:
Provides sales of Nissan motor vehicles and parts.

FOREIGN PARENT/AFFILIATE:
Nissan Motor Co. Ltd.
International Division
17-1 Ginza, 6-Chome, Chuo-ku
Tokyo 104
Japan

Nissei Sangyo America Ltd.

800 South Street, Third Floor, South Wing
Waltham, MA 02154
Contact: Mr. Takatsugu Yamaguchi
Title: VP/General Manager
Tel: 617-893-5700
Fax: 617-237-2592
MA Employees: 30
Product/Service Description:
Trading company for Hitachi computer peripherals.

FOREIGN PARENT/AFFILIATE:
Nissei Sangyo Co. Ltd.
15-12 Nishi-Shinbashi, 2-Chome
Minato-ku
Tokyo 105
Japan

Nissho Iwai American Corporation

One Cambridge Center
Cambridge, MA 02142
Contact: Mr. Toshiaki Sasaki
Title: General Manager
Tel: 617-577-7260
Fax: 617-577-7266
MA Employees: 3
Product/Service Description:
A general import/export/trading company.

FOREIGN PARENT/AFFILIATE:
Nissho Iwai Corporation
4-5 Akasaka, 2-Chome
Minato-ku
Tokyo 107
Japan

Nissin Molecular Biology Institute, Inc.

20 Overland Street
Boston, MA 02215
Contact: Dr. Masaki Terada
Title: Director and Sr. Scientist
Tel: 617-262-6899
Fax: 617-262-7184
MA Employees: 8
Product/Service Description:
Engages in research and development of medicine.

FOREIGN PARENT/AFFILIATE:
Nissin Food Products Company Limited
21-1, Shinjuku, 6-Chome
Shinjuku-ku
Tokyo 160
Japan

Noritake Company, Inc.

263 Winn Street, Suite 1-D
Burlington, MA 01803
Contact: Mr. Hideo Shimizu
Title: Branch Office Manager
Tel: 617-270-0360
Fax: 617-273-2892
MA Employees: 3
Product/Service Description:
Imports and exports electronic parts.

FOREIGN PARENT/AFFILIATE:
Noritake Limited Electric Division
1-36 Noritake Shinmachi, 3-Chome
Nishi-ku
Nagoya 451
Japan

O.C.S. America, Inc.

875 Main Street
Cambridge, MA 02138
Contact: Mr. Dave Rosenthal
Title: Manager
Tel: 617-497-2344
Fax: 617-497-1415
MA Employees: 8
Product/Service Description:
Air courier and periodical's distributor.

FOREIGN PARENT/AFFILIATE:
Overseas Courier Service Co. Ltd.
2-9 Shibaura, 2-Chome
Minato-ku
Tokyo 108
Japan

Oki Semiconductor

91 Montvale Avenue
Stoneham, MA 02180
Contact: Mr. Thurman Dobbs
Title: Eastern District Manager
Tel: 617-279-0293
Fax: 617-438-3608
MA Employees: 10
Product/Service Description:
Markets integrated circuits.

FOREIGN PARENT/AFFILIATE:
Oki Electric Industries Company Limited
7-12 Toranomo, 1-Chome
Minato-ku
Tokyo 105
Japan

Omron Electronics, Inc.
175 Andover Street
Danvers, MA 01923
Contact: Mr. George Desrochers
Title: President
Tel: 508-774-6501
Fax: 508-774-3109
MA Employees: 8
Product/Service Description:
Provides sales of electronic components such as relay switches and photo microsensors.

FOREIGN PARENT/AFFILIATE:
Omron Corporation
Osaka Building, 9th Floor
4-1-3 Kyutaro-cho, Chuo-ku
Osaka 541
Japan

PanAgora Asset Management, Inc.
260 Franklin Street
Boston, MA 02110
Contact: Mr. Toshiyuki Hasegawa
Title: Managing Director
Tel: 617-439-6300
Fax: 617-439-6301
MA Employees: 55
Product/Service Description:
Manages U.S. companies' pension funds.

FOREIGN PARENT/AFFILIATE:
Nippon Life Insurance
2-2, Yurakucho
1-Chome
Chiyoda-Ku
Tokyo 100
Japan

PAOS International, Inc.
185 Devonshire Street
Boston, MA 02110
Contact: Ms. Bernice Cramer
Title: President
Tel: 617-426-2999
Fax: 617-426-3909
MA Employees: 4
Product/Service Description:
Provides management consulting services.

FOREIGN PARENT/AFFILIATE:
PAOS, Inc.
5-5 Rojubancho
Chioda-ku
Tokyo 102
Japan

QC Optics, Inc.
154 Middlesex Turnpike
Burlington, MA 01803
Contact: Mr. Eric Chase
Title: President
Tel: 617-272-4949
Fax: 617-273-0431
MA Employees: 50
Product/Service Description:
Manufactures quality control systems for computer disks.

FOREIGN PARENT/AFFILIATE:
Kobe Steel Ltd.
3-18 Wakinohmacho, 1-Chome
Chuo-ku
Kobe 651
Japan

RISO, Inc.
300 Rosewood Drive, Suite 210
Danvers, MA 01923
Contact: Mr. Toshiharu Yoneda
Title: Executive Vice President
Tel: 508-777-7377
Fax: 508-777-2517
MA Employees: 50
Product/Service Description:
Imports and distributes office machines.

FOREIGN PARENT/AFFILIATE:
RISO Kigaku Corporation
2-20-15 Shimbashi
Minato-ku
Tokyo 105
Japan

Recruit USA, Inc.
One Memorial Drive, Tenth Floor
Cambridge, MA 02142
Contact: (position not yet filled)
Title: Manager
Tel: 617-577-1199
Fax: 617-577-8027
MA Employees: 4
Product/Service Description:
Engages in marketing and research for publication business.

FOREIGN PARENT/AFFILIATE:
Recruit Company Limited
Recruit Ginsa, #8 Building
8-4-17 Ginsa, Chuo-ku
Tokyo 104
Japan

Rigaku USA, Inc.
Northwood Business Park
200 Rosewood Drive
Danvers, MA 01923
Contact: Mr. Shirou Oda
Title: Chairman
Tel: 508-777-2446
Fax: 508-777-3594
MA Employees: 3
Product/Service Description:
Provides sales and servicing of industrial x-ray analytical instrumentation.

FOREIGN PARENT/AFFILIATE:
Rigaku Corp.
Segawa Building
2-8 Kanda-Surugadai, Chiyoda-ku
Tokyo 101
Japan

Rikei Corporation of America
One International Place, Twenty-First Floor
Boston, MA 02110
Contact: Mr. Taneomi Hashimoto
Title: General Manager
Tel: 617-330-8644
Fax: 617-330-8646
MA Employees: 3
Product/Service Description:
Trading company for high-technology products.

FOREIGN PARENT/AFFILIATE:
Rikei Corporation of Japan
1-26-2 Nishiko Shinijuku
Shinijuku-ku
Tokyo 163
Japan

Sakata Inx USA Corporation
6 New England Executive Park, Suite 400
Burlington, MA 01803
Contact: Mr. Akio Yoshida
Title: Sales Manager
Tel: 617-229-2748
Fax: 617-229-2752
MA Employees: 2
Product/Service Description:
Imports and exports electronics.

FOREIGN PARENT/AFFILIATE:
Sakata Inx Corporation
1-23-37 Edobori
Nishi-ku
Osaka 550
Japan

Sanpho America, Inc.
189 State Street
Boston, MA 02109
Contact: Mr. Yasuhide Sunamura
Title: President
Tel: 617-720-5370
Fax: 617-742-0658
MA Employees: 7
Product/Service Description:
Imports woodblock prints; exports high-technology for the plastic industry.

FOREIGN PARENT/AFFILIATE:
Sanpho Trading Corporation Limited
169-1 Karibacho
Hodogaya-ku
Yokohama 240
Japan

Sanwa Bank Ltd.
One Financial Center, Suite 2812
Boston, MA 02111
Contact: Mr. Hidetoshi Tanaka
Title: General Manager
Tel: 617-654-2930
Fax: 617-350-7212
MA Employees: 13
Product/Service Description:
Branch banking office.

FOREIGN PARENT/AFFILIATE:
Sanwa Bank
1-1-1 Ohtemachi
Chiyoda-ku
Tokyo 100
Japan

Scheduling Technology Center America, Inc.
One Kendall Square, Suite 2200
Cambridge, MA 02139
Contact: Mr. Takeji Uchida
Title: President
Tel: 617-494-0116
Fax: 617-577-1362
MA Employees: 5
Product/Service Description:
Engages in research and development for engineering and construction.

FOREIGN PARENT/AFFILIATE:
Shimizu Corporation
Shibaura Shimizu, Building #4F
Minato-ku
Tokyo 108
Japan

Sharp Electronics Corporation
14 Second Avenue
Burlington, MA 01803
Contact: Mr. Edmund Wetterwald
Title: Sales Manager
Tel: 617-270-1199
Fax: 617-270-7033
MA Employees: 15
Product/Service Description:
Provides sales and repair of calculators, cash registers, and fax machines.

FOREIGN PARENT/AFFILIATE:
Sharp Corporation
22-22 Nagaike-cho
Abeno-ku
Osaka 545
Japan

Showa Women's Institute
420 Pond Street
Boston, MA 02130
Contact: Mr. Yuki Sakamaki
Title: Vice President
Tel: 617-522-0080
Fax: 617-522-8155
MA Employees: 68
Product/Service Description:
Educates women in the English language and in American culture.

FOREIGN PARENT/AFFILIATE:
Showa Joshi Daigaku
1-7 Taishido, Setagaya-ku
Tokyo 104
Japan

Sony Corporation of America
85 Wells Avenue, Third Floor
Newton Center, MA 02159
Contact: Mr. Ronald Boire
Title: Vice President
Tel: 617-527-4560
Fax: 617-969-6353
MA Employees: 40
Product/Service Description:
Distributes and markets audio and video products, electrical and electronic appliances and parts.

FOREIGN PARENT/AFFILIATE:
Sony Corporation
C.P.O. Box 5100
Tokyo International
Tokyo 100-31
Japan

Sony Service Company
390 University Avenue
Westwood, MA 02090
Contact: Mr. William Gleason
Title: Manager
Tel: 617-329-5130
Fax: 617-329-1345
MA Employees: 25
Product/Service Description:
Provides servicing of audio and video products, electrical and electronic appliances and parts.

FOREIGN PARENT/AFFILIATE:
Sony Corporation
C.P.O. 5100
Tokyo International
Tokyo 100-31
Japan

Spectron, Inc., Eye World
16 Tech Circle
Natick, MA 01760
Contact: Mr. Yoshitaka Yamamoto
Title: Chairman
Tel: 508-655-3357
Fax: 508-655-7008
MA Employees: 28
Product/Service Description:
Sells retail eye glasses.

FOREIGN PARENT/AFFILIATE:
Mitani Corporation
3-1 Toyoshimi, 1-Chome
Fukui 910-21
Japan

Sumitomo Corporation of America
15 New England Executive Park
Burlington, MA 01803
Contact: Mr. Haruo Doi
Title: General Manager
Tel: 617-229-8977
Fax: 617-229-8931
MA Employees: 5
Product/Service Description:
Imports and exports computer peripherals and electronic components.

FOREIGN PARENT/AFFILIATE:
Sumitomo Corporation
2-2 Hitotsubashi, 1-Chome
Chiyoda-ku
Tokyo 101
Japan

TASK International (USA), Inc.
46 Foster Street, Second Floor, South
New Bedford, MA 02740
Contact: Mr. Yoshiro Takahama
Title: Executive Vice President
Tel: 508-993-1703
Fax: 508-993-1726
MA Employees: 6
Product/Service Description:
Imports and exports seafood.

FOREIGN PARENT/AFFILIATE:
Shinyo-Suisan Corporation Limited
Sixth Floor, Miyanokaiun Building
2-10-4 Kachidaoki, chou-ku
Tokyo 104
Japan

TEAC America, Inc.
13 Branch Street
Methuen, MA 01844
Contact: Mr. Shinichiro Hirata
Title: Office Manager
Tel: 508-683-8322
Fax: 508-686-4345
MA Employees: 5
Product/Service Description:
Provides sales of computer peripherals and instrumentation products.

FOREIGN PARENT/AFFILIATE:
TEAC Corporation
3-7-3 Naka-cho
Musashino
Tokyo 180
Japan

T.E.C. America Electronics, Inc.
20 Walnut Street
Wellesley Hills, MA 02181
Contact: Mr. Shin-Ich Aso
Title: Division Manager
Tel: 617-235-4422
Fax: 617-235-4485
MA Employees: 4
Product/Service Description:
Provides sales and servicing of computer peripherals.

FOREIGN PARENT/AFFILIATE:
Tokyo Electric Co. Ltd.
101 Nishikicho, Kanda, Chiyoda-ku
Tokyo 101
Japan

T.E.L. America, Inc.
123 Brimbal Avenue
Beverly, MA 01915
Contact: Mr. Seiichiro Tokuoka
Title: Manager
Tel: 508-921-0031
Fax: 508-921-4860
MA Employees: 2
Product/Service Description:
Procures and exports semiconductors, computers, and fabrication equipment to Japan.

FOREIGN PARENT/AFFILIATE:
Tokyo Electron Ltd.
Nomura Building
1-26-2 Nishi-Shinjuku, Shinjuku-ku
Tokyo 163
Japan

Taiyo Yuden USA , Inc.
5 Militia Drive, # 105
Lexington, MA 02173
Contact: Mr. Atsunobu Kubota
Title: Regional Sales Manager
Tel: 617-863-8994
Fax: 617-863-8996
MA Employees: 3
Product/Service Description:
Eastern regional sales office of electronic components.

FOREIGN PARENT/AFFILIATE:
Taiyo Yuden, Inc. Ltd.
Matsumura Building 16-20 Ueno, 6-Chome
Taito-ku
Tokyo 110
Japan

The Talbots
175 Beal Street
Hingham, MA 02043
Contact: Mr. Arnold Zetcher
Title: President and CEO
Tel: 617-749-7600
Fax: 617-740-2474
MA Employees: 2,000
Product/Service Description:
Provides sales of specialty women's and children's clothing.

FOREIGN PARENT/AFFILIATE:
Jusco Co. Ltd.
1-1 Kandanishiki-cho
Chiyoda-ku
Tokyo 101
Japan

Tomita USA, Inc.
4C Alfred Circle
Bedford, MA 01730
Contact: Mr. Masao Tomita
Title: President
Tel: 617-275-3650
Fax: 617-275-7596
MA Employees: 6
Product/Service Description:
imports pneumatic equipment, robot grippers, and vacuum equipment; trading company.

FOREIGN PARENT/AFFILIATE:
Tomita Co. Ltd.
1-18-16 Ohmorinaka
Ohta-ku
Tokyo 143
Japan

Toppan Electronics, Inc.
100 Rosewood Drive, Suite 220
Danvers, MA 01923
Contact: Mr. Naohiko Seki
Title: Vice President
Tel: 508-777-5681
Fax: 508-777-3706
MA Employees: 5
Product/Service Description:
Provides sales of electronic components.

FOREIGN PARENT/AFFILIATE:
Toppan Printing Company Limited
2-8, 2-Chome
Chuo-ku
Tokyo 104
Japan

Toshiba America, Inc.
24 New England Executive Park
Burlington, MA 01803
Contact: Mr. Atsushi Iguchi
Title: General Manager
Tel: 617-273-9000
Fax: 617-273-3340
MA Employees: 5
Product/Service Description:
Markets semiconductors.

FOREIGN PARENT/AFFILIATE:
Toshiba Corp.
Toshiba Building
1-1 Shibaura, 1-Chome, Minato-ku
Tokyo 105
Japan

Toshiba America Electronic Components, Inc.
25 Mall Road
Burlington, MA 01803
Contact: Mr. Kojl Kito
Title: Assistant Director
Tel: 617-272-5548
Fax: 617-272-3089
MA Employees: 40
Product/Service Description:
Provides sales and servicing of electronic products.

FOREIGN PARENT/AFFILIATE:
Toshiba Corp.
72 Horikawacho
Saiwai-ku
Kawasaki 210
Japan

Toyo Information Systems Co. Ltd.
One Cambridge Center
Cambridge, MA 02142
Contact: Mr. Yukichi Otsuka
Title: Chief Representative
Tel: 617-621-0740
Fax: 617-577-8199
MA Employees: 1
Product/Service Description:
Liaison office for a software servicing and information processing company.

FOREIGN PARENT/AFFILIATE:
Toyo Corporation Limited
7-24 Nihombashi, 2-Chome
Tokyo 103
Japan

Toyo/DuPont International Ink
180 Kerry Place
Norwood, MA 02062
Contact: Mr. Masaru Maeda
Title: President
Tel: 617-762-7180
Fax: 617-762-7318
MA Employees: 11
Product/Service Description:
Imports printing ink.

FOREIGN PARENT/AFFILIATE:
Toyo Ink Manufacturing Co. Ltd.
3-13 Koyobashi, 2-Chome
Chuo-ku
Tokyo 104
Japan

Toyota Motor Distributors, Inc.
440 Forbes Boulevard
Mansfield, MA 02048
Contact: Mr. Michael Rocco
Title: General Manager
Tel: 508-339-5701
Fax: 508-339-2571
MA Employees: 50
Product/Service Description:
Provides sales of automobiles and automotive parts for Toyota.

FOREIGN PARENT/AFFILIATE:
Toyota Motor Co.
1 Toyota-cho
Toyota-shi
Aichi-Ken 471
Japan

UNA Corporation
300 Ocean Avenue
Revere, MA 02151
Contact: Mr. Tom Takabayashi
Title: Chairman
Tel: 617-284-6300
Fax: 617-523-4569
MA Employees: 20
Product/Service Description:
Distributes steel products.

FOREIGN PARENT/AFFILIATE:
Okura-Tokyo Head Office
306 Ginza, 2-Chome
Chuo-ku
Tokyo 104
Japan

Voltek, Inc.
100 Shepard Street
Lawrence, MA 01843
Contact: Mr. Hiroshi Harayama
Title: Executive VP
Tel: 508-685-2557
Fax: 508-685-2557
MA Employees: 100
Product/Service Description:
Manufactures polyethelene foam.

FOREIGN PARENT/AFFILIATE:
Sekisui Chemical Co. Ltd.
4-4 Nishi-Temma, 2-Chome
Kita-ku
Osaka 530
Japan

Western Alaskan Fisheries, Inc.
Lakeside Office Park Drive, Door 6
599 North Avenue
Wakefield, MA 01880
Contact: Mr. Makoto Kanezaki
Title: Branch Manager
Tel: 617-246-4774
Fax: 617-246-2518
MA Employees: 1
Product/Service Description:
Imports and exports seafood to Japan.

FOREIGN PARENT/AFFILIATE:
Taiyo Fisheries
1-2, 1-Chome Otemachi
Chiyoda-ku
Tokyo 100
Japan

YKK USA, Inc.
2000 West Park Drive, Room 160
Westborough, MA 01581
Contact: Mr. Richard Spargo
Title: Regional Manager
Tel: 508-366-5326
Fax: 508-366-6437
MA Employees: 3
Product/Service Description:
Provides sales of zippers.

FOREIGN PARENT/AFFILIATE:
YKK, Inc.
1 Kanda, Izumi-cho
Chiyoda-ku
Tokyo 101
Japan

Y.S. Line USA Corporation
148 State Street, Suite 708
Boston, MA 02109
Contact: Mr. William Decker
Title: Sales Manager
Tel: 617-723-6620
Fax: 617-723-6623
MA Employees: 2
Product/Service Description:
Provides sea freight forwarding services.

FOREIGN PARENT/AFFILIATE:
Yamashita Shinnihon Steamship Co. Ltd.
1-1 Hitotsubashi, 1-Chome
Chiyoda-ku
Tokyo 100
Japan

Yamato Transportation USA, Inc.
140-A Eastern Avenue
Chelsea, MA 02150
Contact: Mr. Keizo Ishii
Title: Operations Manager
Tel: 617-884-9400
Fax: 617-884-9736
MA Employees: 8
Product/Service Description:
Provides freight forwarding services.

FOREIGN PARENT/AFFILIATE:
Yamato Transport Co. Ltd.
2-12-16 Ginza
Chuo-ku
Tokyo 104
Japan

Yasukawa Electric America, Inc.
1900 Westborough Park Drive, Suite 175
Westborough, MA 01581
Contact: Mr. Noriyoshi Sugiyama
Title: Manager
Tel: 508-366-2445
Fax: 508-366-9883
MA Employees: 3
Product/Service Description:
Services numerical control systems, motors and spindle drive units.

FOREIGN PARENT/AFFILIATE:
Yasukawa Electric Manufacturing Co. Ltd.
2346 Fujita
Yahata-Nishiku
Kita-Kyushu 806
Japan

Yusen Air and Sea Service, Inc.
215 Bremen Street
East Boston, MA 02128
Contact: Mr. Motoyuki Endo
Title: Branch Manager
Tel: 617-567-4282
Fax: 617-569-1242
MA Employees: 16
Product/Service Description:
Provides air and sea freight forwarding services.

FOREIGN PARENT/AFFILIATE:
Yusen Air and Sea Service Co. Ltd.
4-1 Yuraku-cho, 1-Chome
Chiyoda-ku
Tokyo 100
Japan

Zuken America, Inc.
1 Oak Park Drive
Bedford, MA 01730
Contact: Mr. Jinya Katsube
Title: President
Tel: 617-275-0700
Fax: 617-275-0843
MA Employees: 24
Product/Service Description:
Markets CAD/CAM/CAE system computers and software.

FOREIGN PARENT/AFFILIATE:
Zuken Incorporated
2-25-1 Eda-Higashi
Midoriku
Yokohama 222
Japan

KOREA
See South Korea

MONACO

CLSI, Inc.
320 Nevada Street
Newton, MA 02160
Contact: Mr. Rolast Walton
Title: President
Tel: 617-965-6310
Fax: 617-969-1928
MA Employees: 230
Product/Service Description:
Library automation vendor including installation and services of software systems.

FOREIGN PARENT/AFFILIATE:
TBG Management
P.O. Box 89
3 rue Louis
98007 Aureglia
Monaco

MOROCCO

Etablissements Benchekroun
812 Memorial Drive, Suite 1908
Cambridge, MA 02139
Contact: Mr. Mohamed Benchekroun
Title: General Manager, U.S.
Tel: 617-547-8208
Fax: not available
MA Employees: 1
Product/Service Description:
Export consultant with expertise in introducing products, in particular textile related products and metal products, in the Moroccan and North African markets.

FOREIGN PARENT/AFFILIATE:
Etablissements Benchekroun
36-38 Bd. Moha ou Hamou
Casablanca
Morocco

NETHERLAND ANTILLES

Silverplatter International, Inc.
One Newton Executive Park, 3rd Floor
Newton Lower Falls, MA 02162
Contact: Ms. Nancy O'Sullivan
Title: Treasurer
Tel: 617-969-2332
Fax: 617-969-5554
MA Employees: 50
Product/Service Description:
Provides computer software.

FOREIGN PARENT/AFFILIATE:
Silverplatter International NV
c/o First Independent Trust (Curacao NV)
7 Abraham de Veerstraat
P.O. Box 840 CURACAO
Netherland Antilles

NETHERLANDS

Algemene Bank Nederland - AMRO NV
Exchange Place
53 State Street
Boston, MA 02109
Contact: Mr. David C. Ekberg
Title: Vice-President/Manager
Tel: 617-723-1450
Fax: 617-523-2277
MA Employees: 15
Product/Service Description:
Provides international banking services.

FOREIGN PARENT/AFFILIATE:
Algemene Bank Nederland AMRO Holding NV
Hreengracht 595
1017 CE Amsterdam
Netherlands

BIW Cable Systems, Inc.
22 Joseph E. Warner Boulevard
North Dighton, MA 02764
Contact: Mr. Ted Barss
Title: President
Tel: 508-822-6600
Fax: 508-822-1944
MA Employees: 250
Product/Service Description:
Manufactures wire and cable for multiple uses.

FOREIGN PARENT/AFFILIATE:
Draka Holding BV
Hamerstraat 2-4
1021 JV Amsterdam
Netherlands

Bensdrop Corporation, W.L.M.
1800 West Park Drive
Westborough, MA 01581
Contact: Mrs. Maureen Lussier
Title: General Manager
Tel: 508-366-9910
Fax: not available
MA Employees: 4
Product/Service Description:
Sales of cocoa powder.

FOREIGN PARENT/AFFILIATE:
The Bensdrop Company
P.O. Box 4
51 Heren Straat
1400 AA Bussum
Netherlands

Boston Consolidation Service, Inc.
P.O. Box 404
31 Fargo Street
South Boston, MA 02127
Contact: Mr. Robert Coyne
Title: President
Tel: 617-451-3400
Fax: 617-451-6749
MA Employees: 12
Product/Service Description:
Provides sea freight forwarding.

FOREIGN PARENT/AFFILIATE:
Phs. Van Ommeren
P.O. Box 59040
3008 PA Rotterdam
Netherlands

Boston Metallurgical
65 Holton Street
Woburn, MA 01801
Contact: Mr. Bill Conley
Title: General Manager
Tel: 617-729-8550
Fax: 617-729-0457
MA Employees: 30
Product/Service Description:
Provides heat treating and vacuum braising for aircraft components.

FOREIGN PARENT/AFFILIATE:
Indivers NV
P.O.B. 7759
1117 Zmschiphol
Netherlands

Kluwer Academic Publishers
101 Philip Drive
Norwell, MA 02061
Contact: Mr. Stephen Dane
Title: General Manager
Tel: 617-871-6600
Fax: 617-871-6528
MA Employees: 5
Product/Service Description:
Publishes scientific, technical and medical books and scholarly journals.

FOREIGN PARENT/AFFILIATE:
Kluwer Academic Publishing Group
50 Spuiboulevard
3300 AH Dordrecht
Netherlands

Oce USA, Inc.
Reservoir Place
1601 Trapelo Road
Waltham, MA 02151
Contact: Mr. Robert Clarke
Title: Area Sales Manager
Tel: 617-890-0511
Fax: 617-890-0983
MA Employees: 50
Product/Service Description:
Markets high volume coplers; also provides graphics and design engineering services.

FOREIGN PARENT/AFFILIATE:
Oce-van der Grinten NV
P.O. Box 101
5900 AC Venlo
Netherlands

Perforated Products
68 Harvard Street
Brookline, MA 02146
Contact: Mr. William McHugh
Title: President
Tel: 617-232-6044
Fax: 617-734-0612
MA Employees: 8
Product/Service Description:
Imports specialized metal products.

FOREIGN PARENT/AFFILIATE:
Stork Veco BV
Carel Van Gelreweg 22
6961 LB Eerbeek
Netherlands

Pixley-Richards Inc.
Plymouth Industrial Park
9 Collins Avenue
Plymouth, MA 02360
Contact: Mr. Joseph Callahan
Title: President
Tel: 508-746-6082
Fax: 508-746-9310
MA Employees: 200
Product/Service Description:
Custom molders of plastic electronic components.

FOREIGN PARENT/AFFILIATE:
Dutch State Mines
P.O. Box 6500
Het Overloon 1
6401 JH Heerlen
Netherlands

Sheffield Plastics, Inc.
Salisbury Road
Sheffield, MA 01257
Contact: Mr. Victor Lacerenza
Title: Sales Manager
Tel: 413-229-8711 ext. 222
Fax: 413-229-8717
MA Employees: 125
Product/Service Description:
Manufactures extruded plastic profiles, sheet polycarbonate, acrylic and copolyester plastics.

FOREIGN PARENT/AFFILIATE:
Dutch State Mines
P.O. Box 6500, Het Overloon 1
6401 JH Heerlen
Netherlands

Vac-Hyd Corporation
65 Holton Street
Woburn, MA 01801
Contact: Mr. William Conley
Title: General Manager
Tel: 617-729-8550
Fax: 617-729-0457
MA Employees: 25
Product/Service Description:
Manufactures furnace brazing and metal heat treating equipment for aircraft components.

FOREIGN PARENT/AFFILIATE:
Indivers NV
P.O. Box 7759
1117 ZM Schiphol
Amsterdam
Netherlands

NEW ZEALAND

G.L. Bowron and Co. Ltd.
P.O. Box 151, R+S Industrial Park, Route 140
Bellingham, MA 02019
Contact: Ms. Mandy Barnett
Title: Vice President
Tel: 508-966-1400
Fax: 508-966-3063
MA Employees: 3
Product/Service Description:
Wholesales nationally fully-washable sheepskin rugs and products to retail sector.

FOREIGN PARENT/AFFILIATE:
G.L. Bowron and Co. Ltd.
P.O. Box 19544
2-12 Long Street, Woolston
Woolston, Christchurch
New Zealand

NORWAY

Frionor Kitchens, Inc.
40 Herman Melville Boulevard
New Bedford, MA 02741
Contact: Ms. Nancy Carreirro
Title: International Dept.
Tel: 508-997-0031
Fax: 508-997-5820
MA Employees: 250
Product/Service Description:
Wholesales frozen fish sticks, portions and fillets.

FOREIGN PARENT/AFFILIATE:
Frionor Norsk Frossenfisk
P.O. Box 195
25 B Lysacker, Elzeveien
Norway

Norsk Data NA, Inc.
1800 West Park Drive, Suite 430
Westborough, MA 01581
Contact: Mr. James Campbell
Title: President
Tel: 508-836-2700
Fax: 508-366-0306
MA Employees: 5
Product/Service Description:
Sells and services minicomputer systems.

FOREIGN PARENT/AFFILIATE:
Norsk Data AS
Olaf Helsets Vei 5
P.O. Box 25, Bogerud N-0621
6 Oslo
Norway

Swix Sport USA, Inc.
261 Ballardvale Street
Wilmington, MA 01887
Contact: Mr. David Lampert
Title: President
Tel: 508-657-4820
Fax: 508-657-8157
MA Employees: 13
Product/Service Description:
Distributes ski wax, tools, accessories.

FOREIGN PARENT/AFFILIATE:
Swix Sport AS
Post Boks 2043 Aretta
2601 Lillenhammer
Norway

Teamco Systems Innovation, Inc.
800 West Cummings Park
Woburn, MA 01801
Contact: Ms. Mary Hall
Title: Marketing
Tel: 617-933-9545
Fax: 617-938-5487
MA Employees: 18
Product/Service Description:
Manufactures manufacturing software which runs on IBM mainframes.

FOREIGN PARENT/AFFILIATE:
Anders Wihelmsen and Co.
P.O. Box 452
Storgaten 2
0104 Oslo 1 Sentrum
Norway

POLAND

Toolmex Corp.
1075 Worcester Road
Natick, MA 01760
Contact: Mr. Victor Kraziwanski
Title: Vice-President
Tel: 617-965-4420
Fax: 508-653-5110
MA Employees: 5
Product/Service Description:
Imports tools and machine tools, motors, cables and medical and dental instruments.

FOREIGN PARENT/AFFILIATE:
Metal Export Corp.
49 Mokotowska
Warsaw 00-950
Poland

PORTUGAL

Air Portugal - TAP
One Exeter Plaza, Seventh Floor
Boston, MA 02116
Contact: Mr. Paulo Melo
Title: Area Sales Manager
Tel: 617-262-8585
Fax: 617-262-8967
MA Employees: 6
Product/Service Description:
International Airline.

FOREIGN PARENT/AFFILIATE:
TAP Air Portugal
Portela Airport - Head Office
P.O. Box 5194
Edificio #25
1700 Lisbon
Portugal

REPUBLIC OF SINGAPORE

Eltech Electronics, Inc.
267 Boston Road, Suite 7
North Billerica, MA 01862
Contact: Mr. John Sorabella
Title: Director of Sales
Tel: 508-667-7600
Fax: 508-667-3216
MA Employees: 110
Product/Service Description:
Manufactures printed circuit boards.

FOREIGN PARENT/AFFILIATE:
Eltech Electronics PTE Ltd.
4012 Ang Mo Kio
Industrial Park 1, #03-06
Singapore 2056
Republic of Singapore

SCOTLAND

Howden Sirocco, Inc.
One Westinghouse Plaza, Suite 300
Hyde Park, MA 02136
Contact: Mr. Robin Fleming
Title: VP Sales/Marketing
Tel: 617-361-3700
Fax: 617-361-0493
MA Employees: 70
Product/Service Description:
Markets air and gas handling equipment.

FOREIGN PARENT/AFFILIATE:
Howden Group PLC
195 Scotland Street
Glasgow G58PI
Scotland

SINGAPORE
See Republic of Singapore

SOUTH KOREA

Hyundai Electronics America
24 Prime Parkway
Natick, MA 01760
Contact: Mr. H.D. Key
Title: General Manager
Tel: 508-650-1025
Fax: 508-650-1038
MA Employees: 9
Product/Service Description:
Markets computer hardware.

FOREIGN PARENT/AFFILIATE:
Hyundai Electronics Industries, Inc.
66 Chuck Seon-Dong
Chongro-ku
Seoul 110
South Korea

Korean Airlines
Copley Plaza
545 Boylston Street, Suite 900
Boston, MA 02116
Contact: Mr. W. Thomas Carter
Title: District Sales Manager
Tel: 617-262-4888
Fax: 617-262-2449
MA Employees: 7
Product/Service Description:
International Airline.

FOREIGN PARENT/AFFILIATE:
Korean Airlines
KAL Building
41-3-Seosomun-Dong, Chung-Gu
Seoul CPO-Box 864
South Korea 100-110

Leading Edge Products
117 Flanders Road
Westborough, MA 01581
Contact: Mr. Al Agbay
Title: President
Tel: 508-836-4800
Fax: 508-836-4501
MA Employees: 100
Product/Service Description:
Develops and manufactures computer hardware.

FOREIGN PARENT/AFFILIATE:
Daewoo Telecom, Inc.
C.P.O. 8269, Daewoo Center 541
Namdaemunno 5-Ga, Chung-gu
Seoul
South Korea

Lifestyle International
116 York Avenue
Randolph, MA 02368
Contact: Mr. Kim Kab
Title: President
Tel: 617-986-8500
Fax: 617-963-9140
MA Employees: 13
Product/Service Description:
Distributes shoes and luggage.

FOREIGN PARENT/AFFILIATE:
Hyosung Corporation
Dongsung Building, 17-7, Y-GA
Namdaemoon-RO, Chung-Gu
C.P.O. Box 1852
Seoul
South Korea

Samsung Software
One Corporate Drive
Andover, MA 01810
Contact: Mr. Lee Hikyu
Title: President
Tel: 508-685-7200
Fax: 508-685-4940
MA Employees: 25
Product/Service Description:
Provides software.

FOREIGN PARENT/AFFILIATE:
Samsung
Ankuk Insurance Builidng, 9th Floor
87-1, KA, ulchi-RO, Chung-ku
Seoul
South Korea

Sutek Corporation
14 Brent Drive
Hudson, MA 01749
Contact: Mr. Andrew Lewis
Title: Marketing Manager
Tel: 508-562-4461
Fax: 508-562-9385
MA Employees: 32
Product/Service Description:
Provides metal alloys.

FOREIGN PARENT/AFFILIATE:
Daewoo Shipbuilding Co. LMT
541, 5-GA, Namdaemummamdae -
Munno choong-Go
Seoul
South Korea

Young Chang
432 Main Street
Waltham, MA 02154-1652
Contact: Mr. Y.T. Kwon
Title: General Manager
Tel: 617-890-2929
Fax: 617-890-2014
MA Employees: 25
Product/Service Description:
Manufactures electronic and acoustic pianos.

FOREIGN PARENT/AFFILIATE:
Young Chang
564-1-GAZWA-DONG
Seoul
South Korea

SPAIN

Coastal Cement Corporation
36 Drydock Avenue
Boston, MA 02210
Contact: Mr. Robert Peckham
Title: President
Tel: 617-350-0183
Fax: 617-350-0186
MA Employees: 8
Product/Service Description:
Imports cement for wholesale.

FOREIGN PARENT/AFFILIATE:
Cementos del Norte
Luchana 23, 4
28010 Madrid
Spain

Iberia Airlines of Spain
Statler Office Building
20 Park Plaza
Boston, MA 02116
Contact: Mr. Anibal Lopez-Molne
Title: District Sales Manager
Tel: 800-221-6742
Fax: 617-426-8002
MA Employees: 4
Product/Service Description:
International Airline.

FOREIGN PARENT/AFFILIATE:
Iberia Airlines of Spain
Velazquez 130
28006 Ibena, Madrid
Spain

SWEDEN

ASG Forwarding Inc.
301 Edgewater Place
Wakefield, MA 01880
Contact: Mr. Desmond Kearney
Title: President
Tel: 617-246-5870
Fax: 617-245-4881
MA Employees: 100
Product/Service Description:
Provides freight forwarding services.

FOREIGN PARENT/AFFILIATE:
ASG AB
Teguluddsvagen 64
P.O Box 29042
10052 Stockholm
Sweden

Akerman, Inc.
6 William Way
Bellingham, MA 02019
Contact: Mr. Rick Sommer
Title: Manager
Tel: 508-966-2330
Fax: 508-966-0703
MA Employees: 4
Product/Service Description:
Provides sales and repair of hydraulic excavators.

FOREIGN PARENT/AFFILIATE:
Akermans Verkstadt AB
P.O. Box 115
24122 Eslov
Sweden

Alfa-Laval
CONTHERM DIVISION
111 Parker Street
Newburyport, MA 01950
Contact: Mr. Dingo Mutak
Title: General Manager
Tel: 508-465-5777
Fax: 508-465-6006
MA Employees: 40
Product/Service Description:
Manufactures scrapped surface heat exchangers and evaporators.

FOREIGN PARENT/AFFILIATE:
Alfa-Laval AB
P.O.B. 10008
22103 Lundl
Sweden

Astra Pharmaceutical Products, Inc.
50 Otis Street
Westborough, MA 01581
Contact: Mr. Lars Bildman
Title: President
Tel: 508-366-1100
Fax: 508-366-7406
MA Employees: 600
Product/Service Description:
Manufactures pharmaceutical products.

FOREIGN PARENT/AFFILIATE:
Astra AB
Kvarnbergsgatan 16
15185 Sodertalje
Sweden

Atlas Copco Holyoke, Inc.
161 Lower Westfield Road
Holyoke, MA 01040
Contact: Mr. Arther Droege
Title: President
Tel: 413-536-0600
Fax: 413-536-0091
MA Employees: 200
Product/Service Description:
Manufactures stationary and portable air compressors, construction, and assembly.

FOREIGN PARENT/AFFILIATE:
Atlas Copco
10523 Stockholm
Sweden

BLH Electronics
75 Shawmut Road
Canton, MA 02021
Contact: Mr. Tom Selig
Title: President
Tel: 617-821-2000
Fax: 617-828-1451
MA Employees: 250
Product/Service Description:
Manufactures precision measurement and control products; strain gauges; welghing systems.

FOREIGN PARENT/AFFILIATE:
Pharos AB
P.O. Box 5226
10245 Stockholm
Sweden

Bird-Johnson Co.
110 Norfolk Street
Walpole, MA 02081
Contact: Mr. Charles Orem
Title: President
Tel: 508-668-9610
Fax: 508-668-5638
MA Employees: 250
Product/Service Description:
Manufactures controllable pitch marine propellers, steering propellers, hydraulic motors.

FOREIGN PARENT/AFFILIATE:
A. Johnson and Co. HAB
Jakobsbergsgatan 7
10375 Stockholm
Sweden

Cargocaire Engineering Corp.
79 Monroe Street
Amesbury, MA 01913
Contact: Mr. Ven Lundin
Title: President
Tel: 508-388-0600
Fax: 508-388-0292
MA Employees: 200
Product/Service Description:
Manufactures dehumidification systems.

FOREIGN PARENT/AFFILIATE:
Carl Munters AB
Fack
19120 Sollentuna 1
Sweden

DIAB USA, Inc.
65 Sharp Street
Hingham, MA 02043
Contact: Mr. Donald Spradlin
Title: President
Tel: 617-337-6250
Fax: 617-337-8028
MA Employees: 10
Product/Service Description:
Distributes high technology vacuum pumps for packaging industry.

FOREIGN PARENT/AFFILIATE:
DIAB AB
P.O. Box 123
18422 Akersberga
Sweden

Ericsson Business Communications
730 Forest Street, Building G
Marlborough, MA 01752
Contact: Mr. John McDonald
Title: Vice President
Tel: 508-624-5000
Fax: 508-481-9074
MA Employees: 15
Product/Service Description:
Provides sales and servicing of telecommunications systems.

FOREIGN PARENT/AFFILIATE:
L.M. Ericsson
Telefonaktiebolaget
12625 Stockholm
Sweden

Esselte METO
39 Teed Drive
Randolph, MA 02368
Contact: Ms. Pat Dunagan
Title: Director of Manufacturing
Tel: 617-986-6200
Fax: 617-961-5347
MA Employees: 100
Product/Service Description:
Manufactures pricing and coding equipment.

FOREIGN PARENT/AFFILIATE:
Esselte
P.O. Box 26010
10041 Stockholm
Sweden

Etonic, Tretorn, Puma, Inc.
147 Centre Street
Brockton, MA 01701
Contact: Mr. Michael Grindfors
Title: President
Tel: 508-583-9100
Fax: 508-588-8314
MA Employees: 200
Product/Service Description:
Manufactures and distributes athletic footwear.

FOREIGN PARENT/AFFILIATE:
Aritmos
P.O. Box 1443
25114 Helsingborg
Sweden

Flygt Corporation
78 K Olympia Avenue
Woburn, MA 01801
Contact: Mr. D. Podgur
Title: Manager
Tel: 617-935-6515
Fax: 617-938-0364
MA Employees: 8
Product/Service Description:
Provides sales and servicing of electrical submersible contractors' and mining pumps; sewage and water pumps.

FOREIGN PARENT/AFFILIATE:
Flygt AB
Svetsarvagen 12
Fack
17120 Solna 1
Sweden

Lawrence Pump and Engine Co.

P.O. Box 409
300 Canal Street
Lawrence, MA 01842
Contact: Mr. Howard Chechik
Title: President
Tel: 508-685-5145
Fax: 508-682-1935
MA Employees: 50
Product/Service Description:
Manufactures pumps: vertical and horizontal centrifugal, axial flow propeller and canned rotor.

FOREIGN PARENT/AFFILIATE:
ABS - Scanpump
P.O. Box 42053
43102 Molndal
Sweden

Nobelpharma USA, Inc.

179 Newbury Street
Boston, MA 02116
Contact: Mr. Ken Putney
Title: General Manager
Tel: 617-421-9428
Fax: 617-437-9414
MA Employees: 3
Product/Service Description:
Distributes dental implants.

FOREIGN PARENT/AFFILIATE:
Nobelpharma AB
P.O. Box 5190
40226 Gothenburg
Sweden

Nordfinance, Inc.

69 Hickory Drive
Waltham, MA 02154
Contact: Mr. Douglas Brian
Title: Vice President
Tel: 617-890-2432
Fax: 617-890-4426
MA Employees: 2
Product/Service Description:
Provides leasing and financing services for U.S. and foreign firms.

FOREIGN PARENT/AFFILIATE:
Norbanken AB
Hamngatan 12
10571 Stockholm
Sweden

Permobil, Inc.

30 Ray Avenue
Burlington, MA 01803
Contact: Ms. Christie Felt
Title: General Manager
Tel: 617-229-9840
Fax: 617-229-9841
MA Employees: 10
Product/Service Description:
Markets customized wheelchairs for the severely disabled.

FOREIGN PARENT/AFFILIATE:
Permobil AB
Verkstadsvagen 3
P.O. Box 120
86100 Timra
Sweden

Perstorp, Inc.

238 Nonotuck Street
Florence, MA 01060
Contact: Mr. Ulf Ljung
Title: President
Tel: 413-584-2472
Fax: 413-586-4089
MA Employees: 45
Product/Service Description:
Manufactures molding compounds, chemicals, plastic products.

FOREIGN PARENT/AFFILIATE:
Perstorp AB
28480 Perstorp
Sweden

S.I.A.R. Bussard

22 Putnam Avenue
Cambridge, MA 02139
Contact: Mr. Eric Rhenman
Title: Chairman
Tel: 617-354-2320
Fax: 617-576-1362
MA Employees: 2
Product/Service Description:
Provides general management consulting services.

FOREIGN PARENT/AFFILIATE:
Scandinavian Institute for Administrative Research
Jungfrugapan 35
11444 Stockholm
Sweden

Scanditronix
106 Western Avenue
Essex, MA 01929
Contact: Mr. Robert Woodburn
Title: Vice-President
Tel: 508-768-6994
Fax: 508-768-7380
MA Employees: 9
Product/Service Description:
Provides sales and servicing of magnetic spectrographs, microton accelerators and clinical neutron therapy systems.

FOREIGN PARENT/AFFILIATE:
Scanditronix
P.O. Box 3011
18303 Taby
Sweden

Skanco Sharon-Foxboro Development
8 Gavins Pond Road
Sharon, MA 02067
Contact: Mr. Claes Bjork
Title: President
Tel: 617-784-8811
Fax: 617-784-9073
MA Employees: 6
Product/Service Description:
Builds condominiums and develops land.

FOREIGN PARENT/AFFILIATE:
Skanska AB
18225 Danderyd
Sweden

Sunnex, Inc.
87 Crescent Road
Needham Heights, MA 02194
Contact: Mr. Sven Emilsson
Title: President
Tel: 617-444-4730
Fax: 617-444-4862
MA Employees: 21
Product/Service Description:
Manufactures work lamps, machine mounts and blowgun nozzles.

FOREIGN PARENT/AFFILIATE:
Sunnex AB
P.O. Box 116
68600 Sunne
Sweden

SWITZERLAND

Ares-Serono, Inc.
53 State Street, 37th Floor
Boston, MA 02109
Contact: Mr. Jack Barlow
Title: President
Tel: 617-723-1300
Fax: 617-723-1319
MA Employees: 400
Product/Service Description:
Manufactures, distributes and markets pharmaceutical and diagnostic testing kits.

FOREIGN PARENT/AFFILIATE:
Ares-Serono
2, Chemin des Mines
1202 Geneva
Switzerland

Ascom Warren, Inc.
P.O. Box 1490, Newtown Road
Littleton, MA 01460
Contact: Mr. John Toomey
Title: Deputy President
Tel: 508-486-9551
Fax: 508-486-9601
MA Employees: 90
Product/Service Description:
Manufactures and markets power equipment for telecommunications systems.

FOREIGN PARENT/AFFILIATE:
Ascom-Hasler Ltd.
Belpstrasse 23
3000 Berne 14
Switzerland

Ciba Corning Diagnostics Corp.
63 North Street
Medfield, MA 02052
Contact: Mr. William Zadel
Title: CEO
Tel: 508-359-7711
Fax: 508-359-3879
MA Employees: 2,100
Product/Service Description:
Manufactures blood-gas instrumentation, blood electrolyte instrumentation and diagnostic reagents and kits. Also manufactures quality control products.

FOREIGN PARENT/AFFILIATE:
CIBA-Geigy Ltd.
QVF Glastechnik GmbH
Gary Process Systems. Peter-Merian-SPR. 54
5002 Basel
Switzerland

Contraves EO Division
170 Locke Drive
Marlborough, MA 01752
Contact: Mr. Edward Paro
Title: President
Tel: 508-481-9860
Fax: 508-485-0526
MA Employees: 150
Product/Service Description:
Manufactures electro-optical components for military and commercial uses.

FOREIGN PARENT/AFFILIATE:
Oerlikon Buhrle Group
Hofwiesenstrasse 135
8057 Zurich
Switzerland

Ingold Electrodres, Inc.
261 Ballardvale Street
Wilmington, MA 01887
Contact: Mr. Joseph Bomal
Title: Controller
Tel: 508-658-7615
Fax: 508-658-6973
MA Employees: 38
Product/Service Description:
Manufactures and markets glass body electrodes for pH measurement and oxygen analytical equipment.

FOREIGN PARENT/AFFILIATE:
Ingold Messtechnik AG
Industrie Nord
8902 Zurich
Switzerland

Jet Aviation of America
1 Jet Aviation Way
Hanscom Field
Bedford, MA 01730
Contact: Mr. Joseph Campanella
Title: Chief Executive Officer
Tel: 617-274-0030
Fax: 617-274-0114
MA Employees: 50
Product/Service Description:
Provides general corporate jet services.

FOREIGN PARENT/AFFILIATE:
Jet Aviation Zurich AG
Zollikstrasse 228
P.O. Box 146
8034 Zurich
Switzerland

Kontron Instruments, Inc.
9 Plymouth Street
Everett, MA 02149
Contact: Mr. Frank Magliochetti
Title: General Manager
Tel: 617-389-6400
Fax: 617-387-2157
MA Employees: 200
Product/Service Description:
Manufactures, markets and services cardiovascular medical instrumentation.

FOREIGN PARENT/AFFILIATE:
Kontron AG
Bernerstrasse Sud 169
8048 Zurich
Switzerland

Kuehne & Nagel, Inc.
370 McClellan Highway
East Boston, MA 02128
Contact: Mr. Fred Ebert
Title: President
Tel: 617-569-7440
Fax: 617-569-6450
MA Employees: 17
Product/Service Description:
Provides freight forwarding and warehousing services.

FOREIGN PARENT/AFFILIATE:
Kuehne & Nagel International AG
Churerstrasse 135
8808 Pfasfikon
Switzerland

Lista International Corp.
106 Lowland Street
Holliston, MA 01746
Contact: Mr. Carl Peterson
Title: President
Tel: 508-429-1350
Fax: 508-626-0353
MA Employees: 150
Product/Service Description:
Manufactures fabricated metal furniture.

FOREIGN PARENT/AFFILIATE:
Lienhard AG
8586 Erlen TG
Switzerland

Netstal Machinery, Inc
20 Authority Drive
Fitchburg, MA 01420
Contact: Mr. Barry Potter
Title: General Manager
Tel: 508-345-9400
Fax: 508-345-6153
MA Employees: 26
Product/Service Description:
Markets injection molding machinery.

FOREIGN PARENT/AFFILIATE:
Netstal Maschinen AG
8752 Naefels
Switzerland

Nokia-Maillefer Company
749 New Ludlow Road
South Hadley, MA 01075
Contact: Mr. Fred Birtkiewick
Title: President
Tel: 413-534-3306
Fax: 413-536-8609
MA Employees: 50
Product/Service Description:
Manufactures machines for cable and plastics industry.

FOREIGN PARENT/AFFILIATE:
Nokia-Maillefer SA
P.O. Box 259
1024 Ecublens-Lausanne
Switzerland

Panalpina
10 Griffin Way
Chelsea, MA 02150
Contact: Mr. Ferdinand Kurt
Title: Branch Manager
Tel: 617-889-0019
Fax: 617-889-6485
MA Employees: 20
Product/Service Description:
Freight Forwarder.

FOREIGN PARENT/AFFILIATE:
Panalpina
Huebweg 25
4102 Binningen/Basel
Switzerland

Posso-Savoy
175 Ward Hill
Haverhill, MA 01835
Contact: Mr. Tony Devejian
Title: Plant Manager
Tel: 508-374-0351
Fax: 508-373-4184
MA Employees: 35
Product/Service Description:
Markets storage units for audio-visual and compact-disc products.

FOREIGN PARENT/AFFILIATE:
Possy Corporation
P.O. Box 746
1001 Lausanne
Switzerland

Runtal North America, Inc.
187 Neck Road
Ward Hill, MA 01835
Contact: Mr. Michael Rourke
Title: Vice President
Tel: 508-373-1666
Fax: 508-372-7140
MA Employees: 35
Product/Service Description:
Manufactures and markets hotwater radiators.

FOREIGN PARENT/AFFILIATE:
Gebrder Zehnder AG
5722 Granichen
Switzerland

Sarnafil, Inc.
100 Dan Road
Canton, MA 02021
Contact: Mr. Richard Foley
Title: President
Tel: 617-828-5400
Fax: 617-828-5365
MA Employees: 70
Product/Service Description:
Markets polymer roofing and waterproofing membranes.

FOREIGN PARENT/AFFILIATE:
Sarna Kunststoff AG
P.O. Box 177
6060 Sarnen
Switzerland

Schneeberger, Inc.
11 DeAngelo Drive
Bedford, MA 01730
Contact: Mr. Lawrence Smetana
Title: President
Tel: 617-271-0140
Fax: 617-275-4749
MA Employees: 19
Product/Service Description:
Manufactures precision linear motion bearings and positioning systems, including multi-axis positioning tables and computer numerical controls and DC servo motors.

FOREIGN PARENT/AFFILIATE:
W. Schneeberger AG
Maschinenfarik
4914 Roggwil
Switzerland

Simultec
Damon Mill Square
Concord, MA 01742
Contact: Mr. Gabriel Ragglo
Title: Manager
Tel: 508-371-7468
Fax: 508-371-7442
MA Employees: 2
Product/Service Description:
Designs computer-aided simulations for environmental forecasts, remediations, and conceptual engineering.

FOREIGN PARENT/AFFILIATE:
Simultec AG
Burgrain 37
8706 Meilen/Zurich
Switzerland

Solder Absorbing Technology, Inc.
144 Oakland Street
Springfield, MA 01108
Contact: Ms. Joyce White
Title: President
Tel: 413-788-6191
Fax: 413-788-0480
MA Employees: 4
Product/Service Description:
Manufactures temperature recording labels for machinery.

FOREIGN PARENT/AFFILIATE:
Solder Absorbing Technology
P.O. Box 1140
Hohlweg 1
8640 Rapperswil
Switzerland

Swiss Air
20 Park Plaza, Suite 1409
Boston, MA 02116
Contact: Mr. John Anderson
Title: District Sales Manager
Tel: 617-423-4500
Fax: 617-451-1814
MA Employees: 11
Product/Service Description:
International airline.

FOREIGN PARENT/AFFILIATE:
Swiss Airtransport, Co.
8058 Zurich Flughafen
Switzerland

Vibro-Meter Corp.
1 Progress Road
Billerica, MA 01822
Contact: Mr. Joseph Micali
Title: President
Tel: 508-663-7322
Fax: 508-667-1944
MA Employees: 19
Product/Service Description:
Markets high-technology operating units which measure vibration.

FOREIGN PARENT/AFFILIATE:
Vibro-Meter SA
Rt. de Moncor 4
1701 Fribourg
Switzerland

UNITED KINGDOM
See England, Scotland and Wales (no entries for N. Ireland)

VENEZUELA

Spalding Sports Worldwide

425 Meadow Street
Chicopee, MA 01013
Contact: Mr. Scott Creelman
Title: VP/GM, International Operations
Tel: 413-536-1200
Fax: 413-536-1404
MA Employees: 1,000
Product/Service Description:
Provides a full line of sporting goods (including court, raquet, golf and inflatibles equipment).

FOREIGN PARENT/AFFILIATE:
Organizacion Diteo Cisneros
Paseo Enrique Eraso
Centro Comercial
Paseo Las Mercedes
3 Er. Piso
Caracas
Venezuela

WALES

Laura Ashley, Inc.

83 Newbury Street
Boston, MA 02116
Contact: Ms. Donna Stenwall
Title: Manager
Tel: 617-536-0505
Fax: not available
MA Employees: 7
Product/Service Description:
Retail sale of women's clothing and home furnishings.

FOREIGN PARENT/AFFILIATE:
Laura Ashley BV
Carno
Powys SY17 5LQ
Mid Wales

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Schwarzkopf Development Corporation
Sutek Corporation
Titeflex Corp.
Tungstone Batteries, Inc.
UNA Corporation
Wollaston Alloys, Inc.

ANALYTICAL INSTRUMENTS

A-B Lasers, Inc.
BLH Electronics
Chauvin Arnoux - AEMC
Fenwal, Inc.
Hottinger Baldwin Measurements, Inc.
Ingold Electrodes, Inc.
Krohne-America, Inc.
Lernout & Hausple Speech Products
On Track Instruments, Inc.
Ophir Optronics, Inc.
Rigaku USA, Inc.
Schlumberger Technology
TGM Detectors, Inc.
The Foxboro Company
VG Instruments, Inc.

BANKING/FINANCIAL

3i Corporation
ABD Securities
Algemene Bank Nederland - N.V.
Bank Hapoalim BM
Bank of Ireland
Bank of Tokyo Financial Corporation
Bank of Tokyo Trust Company
Barclays Bank International Ltd.
Baring America Asset Management Co.
Credit Lyonnais
Daiwa Bank Ltd.
Gardner and Preston Moss, Inc.
National Bank of Greece, S.A.
Nordfinance, Inc.
North American Security Life
PanAgora Asset Management, Inc.
S.G. Warburg
Sanwa Bank Ltd.
S.J.M. of Massachusetts
The Bank of Nova Scotia
Wood-Gundy

BIOTECHNOLOGY

CIS - U.S., Inc.
EDAP International Corporation
Enprotech Corporation
PK Morgan Instruments, Inc.
Robatel, Inc.
Technomed International, Inc.

BUILDING & CONSTRUCTION

Acme Chain Company
Amchem
Bachy, Inc.
Balston, W.R., Inc.
Bardon Trimount, Inc.
Bohler Brothers of America, Inc.
Boulonnais Marble
Canam Steel Corporation
Cardinal Tools, Inc.
Coastal Cement Corporation
Conam Inspection, Inc.
D.G. Jones, Inc.
Dienes Corporation
Eastern Lumber Co., Inc.
Emeral Corporation
Emuge Corp.
Fletcher Granite Company, Inc.
Honco Systems, Inc.
MacMillan-Bloedel, Inc.
Marshall Steel
Mori Seiki USA, Inc.
Nishimatsu Construction Company Ltd.
Norton Company
S.A.E. Americon N.E.
S.A.E. Carlson
Scheduling Technology Center America, Inc.
Scheduling Technology Corporation
Skanco Sharon-Foxboro Development
Tilcon Massachusetts, Inc.
Titex Tools, Inc.
Trans America Glass
UNA Corporation
Unametal
Vent-Axia, Inc.

CHEMICALS

Gary Chemical Corporation
Henkel Corporation
ICI Americas, Inc.
ICI Resins U.S.
Jungbunzblauer, Inc.
Kyanize Paint, Inc.
NuBrite Chemical Co., Inc.
Paule Chemical Corporation

Perstorp, Inc.
Plastic Systems, Inc.
Rohm Tech
Stahl Finish Co., Inc.

CLOTHING/APPAREL

Burberry's Ltd.
Guy Cotten, Inc.
Jaeger of London
Laura Ashley, Inc.
Maser of Austria, Inc.
Peter Storm (Atlantic) Ltd.
The Talbots
Whiting and Davis Co.

COMPUTER CONSULTING SERVICES

CGI Consulting
DMR Associates, Inc.

CONSUMER GOODS

Ann Plowden, Inc.
Bourgeat USA, Inc.
Didax Education Resources, Inc.
Foster Grant Corp.
Gaggenau USA Corp.
Galway Irish Crystal
G.L. Bowron and Co. Ltd.
Holmes Products Corporation
Isabelle Collins of London
Kameyama USA, Inc.
Kyanize Paint, Inc.
LEGO Futura APS
Lifestyle International
Posso-Savoy
Prouvost Lefebvre and Co., Inc.
Pyrok Inc.
Schoenof's Foreign Books, Inc.
Shreve, Crump and Low Company
Smith & Wesson
Spectron, Inc., Eye World
Sunnex, Inc.
Whiting and Davis Co.
YKK USA, Inc.
Zodiac Pools of North America

ELECTRONICS

A-B Lasers, Inc.
BASF Information Systems
Battery Engineering, Inc.
Bruel and Kjaer Instruments, Inc.
Bruker Instruments
Celestion Industries, Inc.
Cetrek, Inc.
Comark Communications, Inc.
Compugraphic, Division of AGFA
Contraves, EO Division
CT Scanner Manufacturing, Inc.
Datex Medical Instrumentation, Inc.
Design-Mark Industries, Inc.
Discom
Ebtec Corp.
Electro Powerpacs Corporation
Electronic Interconnect Systems (EIS)
Eltech Electronics, Inc.
Energy Sciences, Inc.
Esselte METO
F-P Displays
Ferranti International
For-A Corporation of America
Gould Inc. (Shawmut Division)
Guard Control System (G.C.S.), Inc.
Hamamatsu Photonic Systems, Corp.
Hitachi America
Hitachi Chemical Electro-Products, Inc.
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Inframetrics, Inc.
Infrared Engineering, Inc.
Inspex, Inc.
ITI
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Judd Wire, Inc.
K & M Electronics, Inc.
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Lernout & Hauspie Speech Products
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Lucas G-S, Inc.
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Matsushita Electrical Corp. of Amerlca (Panasonic)
Matsushita Research Institute
Mitsubishi Electric Corporation
Modicon, Inc.
Murata Erie North America
N.E.C. Electronics Inc.
New England Instruments
NGK Spark Plugs (USA), Inc.
Noritake Company, Inc.
North Tech. Corporation
Northern Telecom, Inc.
Oki Semiconductor
Omron Electronics, Inc.
On Track Instruments, Inc.
Ophir Optronics, Inc.
Optrotech, Inc.
Orbot, Inc.
Pixley-Richards Inc.
Polydax Speaker Corp.
Prolog
RTS Technology, Inc.

Sakata Inx USA Corporation
Schneeberger, Inc.
SemiTech International
Sevcon, Inc.
Sharp Electronics Corporation
Siemens Medical Electronics, Inc.
Sippican Ocean Systems
Solder Absorbing Technology, Inc.
Sony Corporation of America
Spindler & Hoyer, Inc.
Stahl, R., Inc.
Sumitomo Corporation of America
Taiyo Yuden USA , Inc.
Toppan Printing Company America Inc.
Toshiba America, Inc.
Toshiba America Electronic Components, Inc.
Tramex
Trumpf Industrial Lasers, Inc.
Vaisala, Inc.
Vibro-Meter Corp.
Wayne Kerr, Inc.
Young Chang

FOOD/DRINK

Bensdrop Corp., W.L.M.
Clouston Foods USA, Inc.
Colombo, Inc.
Connors Brothers
Dunkin' Donuts, Inc.
Fischer Beverage International-
Advanced Brands Ltd.
Fishery Products, Inc.
Frionor Kitchens, Inc.
Hagen, Rolf C., USA Corp.
Hotel Meridien
Kyokuyo USA, Inc.
New England Milling
Pains de France
Perrier Group, The
Scan Ocean Inc.
Seiler Corp.
Shaws Supermarket, Inc.
Shore Group
TASK International (USA), Inc.
The Weetabix Co., Inc.
Western Alaskan Fisheries, Inc.

FURNITURE

Astor Burning
Captair Inc. (Lab-X Division)
Conant Ball Company
Conran Stores
Gaggenau USA Corp.
Lista International Corp.
Minolta Business Systems, Inc.
P.W.A. Rolland Decor, Inc.
Prouvost Lefebvre and Co., Inc.

HARDWARE (COMPUTERS)

Andover Controls Corp.
Art Tech Gigdisc (A.T.G.)
B.I.C.C. Data Networks, Inc.
Bull Corporation of America
Bull H.N. Information Systems, Inc.
Fujitsu America, Inc.
Heligraphics
HNSX Supercomputers, Inc.
Horizon Research, Inc.
Hyundai Electronics America
Keyword Office Technologies, Inc.
Leading Edge Products
Marposs Techno, Inc.
Marubeni International Electronics Corp.
Mitsubishi Electronics America, Inc.
Modicon, Inc.
N.E.C. America, Inc.
N.E.C. Systems Laboratory, Inc.
N.E.C. Technologies, Inc.
Nissei Sangyo America Ltd.
Nixdorf Computer Corporation
Norsk Data N.A., Inc.
QC Optics, Inc.
Racal Interlan, Inc.
Racal-Redac, Inc.
Scitex America Corp.
Spectrum Signal Processing, Inc.
Sumitomo Corporation of America
T.E.C. America Electronics, Inc.
TEAC America, Inc.
Technology Procurement
Tecquipment, Inc.
Wayne Kerr, Inc.
Zuken America, Inc.

HOTEL

Hotel Meridien

IMPORT/EXPORT

Bohler Brothers of America, Inc.
Bourgeat USA, Inc.
Computer Engineering and Consulting Ltd.
Etablissements Benchekroun
Mitsubishi International Corporation
Nissei Sangyo America Ltd.
Nissho Iwai American Corporation
PAOS International, Inc.
Rikei Corporation of America
Shore Group
S.I.A.R. Bussard
T.E.L. America, Inc.

INSURANCE

Commercial Union Insurance Companies
Life of Boston Insurance Company
Manulife Financial Co.
Republic Hogg Robinson, Inc.
Sun Life Assurance Company of Canada

MEDICAL

Ares-Serono, Inc.
Astra Pharmaceutical Products, Inc.
Autumn Hills International Corp.
Ciba Corning Diagnostics Corp.
CT Scanner Manufacturing, Inc.
Datex Medical Instrumentation, Inc.
DRG Medical Packaging, Gothic, Inc.
Dyonics, Inc.
E M Industries
EDAP International Corporation
Eisai Research Institute of Boston, Inc.
Elkay Products
Elscint, Inc.
Enprotech Corporation
Hoya Optics, Inc. East
Kontron Instruments, Inc.
Lucas G-S, Inc.
Nissin Molecular Biology Institute, Inc.
Nobelpharma USA, Inc.
Permobil, Inc.
PK Morgan Instruments, Inc.
Robatel, Inc.
Schott Fiber Optics, Inc.
Siemens Medical Electronics, Inc.
Spindler & Hoyer, Inc.
Technomed International, Inc.
Toolmex Corp.
Vitek Systems, Inc.

MISCELLANEOUS

AGFA Corporation
Airco Industrial Gasses
Container Corp.
Discom
G.L. Bowron and Co. Ltd.
Hoyts Cinemas Corporation
Kyocera International Inc.
Liquid Air Corp.
Neles-Jamesbury, Inc.
Noma, Inc.
Pferd, Inc.
Sotheby's, Inc.
Storopack, Inc.
Sunnex, Inc.
Thorn EMI, Inc.
Worcester Controls
Young Chang

MISCELLANEOUS MACHINERY & PARTS

Alcatel Vacuum Products
Alfa-Laval
Alpine American
American Lewa, Inc.
Amersham Tech/ OPS
APV Crepaco
APV Galin, Inc.
Atlas Copco Holyoke, Inc.
AXIS USA, Inc.
Baeder North America Corp.
Behrens, C. Machinery Co., Inc.
Bird-Johnson Co.
Bourg, C.P.
Busch, Inc.
Cargocaire Engineering Corp.
Cellier Corp.
Centorr-Vacuum Industries
Chauvin Arnoux - AEMC
DIAB USA, Inc.
Edwards High Vacuum International, Inc.
Ferranti International
Festo Corporation
Freudenberg Corporation
Freudenberg Nonwovens L.P.
Friden Alcatel
Fujitec America, Inc.
Fujitsu Imaging Systems of America, Inc.
Gloucester Engineering Co., Inc.
Herbold Granulators USA, Inc.
Howden Sirocco, Inc.
Husky Injection Molding Systems Boston
Ina Bearing Company, Inc.
Johnson Foils, Inc.
Klockner-Moeller Corp.
KRH Rolls, Inc.
Lawrence Pump and Engine Co.
Lewis Refrigeration Company
Manifold Indexing
Minolta Business Systems, Inc.
Mount Hope Machinery
Mutoh America, Inc.
Navtec, Inc.
Netstal Machinery, Inc
Nippon Flute-USA
Nokia-Maillefer Company
Perfect Pack Corp.
RISO , Inc.
RTS Technology, Inc.
Runta North America, Inc.
Schneeberger, Inc.
Simon Container Machinery, Inc.
Stahl Finish Co., Inc.
Stahl, R., Inc.

Tomita USA, Inc.
Toolmex Corp.
USM Corporation
Vac-Hyd Corp.
Wolters, Peter, of America, Inc.
Yasukawa Electric America, Inc.

PAPER PRODUCTS

BTR Paper Group
Canson-Talens, Inc.
Chemetics International (U.S.), Inc.
Hobart McIntosh Paper Co., Inc.
Interprint, Inc.
Kanzaki Specialty Papers, Inc.
Morilla, Inc.
P.W.A. Rolland Decor, Inc.
Sibille Sternay, Inc.

PLASTICS

Amesbury Industries, Inc.
Bostik, Inc.
Cellier Corp.
Comet Products
Deerfield Urethane, Inc.
DRG Medical Packaging, Gothic, Inc.
Elkay Products
Gloucester Engineering Co., Inc.
Herbold Granulators USA, Inc.
Husky Injection Molding Systems Boston
MADICO, Inc.
New England Tape Co.
Nokia-Maillefer Company
North River Plastics Corp.
Norton Company
Permuthane Coatings, Inc.
Perstorp, Inc.
Pixley-Richards Inc.
Plastic Systems, Inc.
Polysar Incorporated
Risdon Corporation
Sanpho America, Inc.
Sarnafil, Inc.
Sheffield Plastics, Inc.
Titeflex Corp.
Voltek, Inc.

PUBLISHING/PRINTING MATERIALS

Addison-Wesley Publishing Corp.
Blackwell Scientific Publications Ltd.
Boston Herald
Butterworth Publishers, Inc.
Cahners Publishing Co.
Canson-Talens, Inc.
CFO Publishing Company
Computational Mechanics, Inc.
Faber and Faber, Inc.
Fitchburg Sentinel
Heligraphics
IBC USA Publications, Inc.
Kluwer Academic Publishers
Kohl & Madden Printing Ink Corporation
MD-Both Industries
Miller-Freedman Publishing Co.
Nadco Directory Corporation
PC Publishing, Inc.
Recruit USA, Inc.
Reed Publishing USA
Reuters Information Service
Sentinel & Enterprise
Taunton Daily Gazette
Toyo/DuPont International Ink
Warren Gorham & Lamont, Inc.

REAL ESTATE

Boston Wharf Co.
Centros Properties, Inc.
Norman, Rourke, Inc.
Thorn EMI, Inc.

SERVICES

Akerman, Inc.
Alcatel Vacuum Products
Amchem
Autumn Hills International Corp.
Berlin Economic Development Corp.
Boston Metallurgical
CGI Consulting
Chancellor Corporation
Conam Inspection, Inc.
DISCO International Career Resources, Inc.
Ebtec Corp.
Etablissements Benchekroun
Fanuc USA Corporation
Flygt Corporation
Hotel Meridien
Ishida Interweigh, Inc.
Krohne-America, Inc.
Laidlaw Environmental Sevices, Inc.
Makita USA Inc.
NET Atlantic
Norsk Data N.A., Inc.
Oce USA, Inc.
Optrotech, Inc.
Oxford Instruments North America Inc.
Rigaku USA, Inc.
Saga International Holiday Ltd.
Scanditronix
Scitex America Corp.
Sharp Electronics Corporation

Showa Women's Institute
Sony Service Company
Thomas Cook Travel
Toshiba America Electronic Components, Inc.
Triple A Student Painters, Inc.
TUV America, Inc.
TUV Rheinland of North America, Inc.
Wolters, Peter, of America, Inc.
Yasukawa Electric America, Inc.

SHIPPING

ASG Forwarding, Inc.
Boston Consolidation Service, Inc.
Canada Pacific Railway
Canadian National Railways
Davies Turner and Co.
Gruenhut, Max, International, Inc.
Hankyu International Transport, Inc.
Hellmann International Forwarding, Inc.
Hermann Ludwig, Inc.
K Line Air Service U.S.A., Inc.
Kintetsu World Express, Inc.
Kuehne & Nagel, Inc.
M.O. Air International Inc.
MSAS Cargo International
N.N.R. Aircargo Service USA
Nippon Cargo Airlines
Nippon Express USA, Inc.
NYK Line (NA) Inc.
O.C.S. America, Inc.
Panalpina
Schenker International Forwarders, Inc.
TNT Skypack
Union Transport Corp.
Y.S. Line USA Corporation
Yamato Transportation USA, Inc.
Yusen Air and Sea Service Inc.

SOFTWARE

Aeonic KGS, Inc.
Alsys, Inc.
Calidus System, Inc.
CLSI, Inc.
Cognos Corporation
Computer Power Group
Computerline Ltd.
Comshare, Inc.
Cybergraphic Systems, Inc.
Elscint, Inc.
Gimeor, Inc.
Hitachi Computer Products (America), Inc.
I-Logix
ICL North America
International Software Group, Inc.
Kao Infosystems Company
Keyword Office Technologies, Inc.
LaserComb America, Inc.
Logica Data Architects, Inc.
Logica Technology Systems, Inc.
Manager Software Products, Inc.
Marposs Techno, Inc.
Matra Datavision, Inc.
Modicon, Inc.
PC Publishing, Inc.
Promis Systems Corporation
QC Optics, Inc.
Racal Interlan, Inc.
Racal-Redac, Inc.
Samsung Software
Scheduling Technology Corporation
Silverplatter Information, Inc.
Simultec
Strat X International Corp.
Systems Designer Software, Inc.
Teamco Systems Innovation, Inc.
Tecquipment, Inc.
Toyo Information Systems Company Ltd.
Xylogics
Zortech, Inc.
Zuken America, Inc.

SPORTSWEAR & EQUIPMENT

Etonic, Tretorn, Puma, Inc.
Exel Marketing
Fischer of America, Inc.
IMP Fishing Gear Ltd.
Maser of Austria, Inc.
Salomon of North America, Inc.
Spalding Sports Worldwide
Swix Sport USA Inc.

TELECOMMUNICATIONS

Ascom Warren, Inc.
Electronic Interconnect Systems (E.I.S.)
Ericsson Business Communications, Inc.
Fujitsu America, Inc.
GN Telematics, Inc.
Lernout & Hauspie Speech Products
Memotec Data, Inc.
Miller Communications, Inc.
Northern Telecom, Inc.
Sharp Electronics Corporation

TEXTILES

Bacon Felt Co. Ltd.
Bernat Yarn and Craft Corp.
Butterworth E., Co., Inc.
Foulds, I. & Sons, Inc.
Freudenberg Nonwovens L.P.
Garnar Booth, Inc.
Gividi USA Inc.

Lantor Fibertaxis, Inc.
Marubeni America Corporation
Michell (USA), Inc.
Tamfelt, Inc.

TRANSPORTATION

Aer Lingus
Air Canada
Air France
Air Portugal - TAP
Alitalia Airlines
British Airways
El Al Israel Airlines
Finnair
Iberia Airlines of Spain
Japan Air Lines
Jet Aviation of America
Kawasaki Rail Car, Inc.
Kinki Sharyo Company Ltd.
Korean Airlines
Laidlaw Transit, Inc.
Lufthansa Airlines
Mazda Motor Corporation of America, Inc.
Nissan Motor Corporation
NYK Line (NA) Inc.
Olympic Airways
Qantas Airways
Sabena World Airlines
Swiss Air
Toyota Motor Distributors, Inc.
Varig Brazilian Airlines

WIRE & CABLE

Beta Instruments, Inc.
BIW Cable Systems, Inc.
Delta/Suprenant Wire and Cable, Inc.
Electronic Interconnect Systems (E.I.S.)
Hitachi Chemical Electro-Products, Inc.
Judd Wire, Inc.
Riwo Wire, Inc.
Senstar, Inc.

STATISTICS

ON FOREIGN OWNERSHIP

AND EMPLOYMENT

COMPARATIVE INDEX

COUNTRY	NUMBER OF COMPANIES		NUMBER OF EMPLOYEES	
	1985	1990	1985	1990
Australia	2	9	3	1,681
Austria	3	6	85	137
Belgium	3	5	219	335
Brazil	1	1	5	5
Canada	26	51	2,532	4,666
Denmark	6	4	323	132
England	103	130	15,807	29,458
Finland	5	9	30	1,509
France	22	53	2,088	14,147
Germany	35	57	8,082	9,335
Greece	1	2	32	37
Ireland	1	5	30	152
Israel	6	19	304	805
Italy	3	4	44	80
Japan	56	120	1,660	7,396
Korea, South	1	7	1	211
Monaco	0	1	0	230
Morocco	0	1	0	1
Netherland Antilles	0	1	0	50
Netherlands	13	12	1,285	789
New Zealand	0	1	0	3
Norway	1	4	15	286
Poland	1	1	45	50
Portugal	1	1	6	6
Scotland	0	1	0	70
Singapore, Republic of	0	1	0	110
Spain	1	2	4	12
Sweden	20	22	2,360	2,278
Switzerland	13	29	1,256	3,490
Venezuela	0	1	0	1,000
Wales	0	1	0	7
Total	324	561	36,219	78,468

1990 STATISTICS ON FOREIGN OWNERSHIP AND EMPLOYMENT IN MASSACHUSETTS BY INDUSTRY

INDUSTRY	COMPANIES	EMPLOYEES
Alloys & Metals	12	1,278
Analytical Instrumentation	15	7,389
Banking/Financial	21	746
Biotechnology	6	78
Building & Construction	34	5,103
Chemicals	12	1,385
Clothing/Apparel	8	2,568
Consulting (Computer)	2	56
Consumer Goods	24	2,954
Electronics	89	9,591
Food/Drink	21	12,080
Furniture	9	400
Hardware (Computer)	34	9,638
Hotel	1	250
Import/Export	12	136
Insurance	5	2,492
Medical	28	4,885
Miscellaneous	17	1,772
Miscellaneous Machinery	60	6,507
Paper Products	9	569
Plastics	26	6,731
Publishing	25	6,399
Real Estate	4	46
Services	37	1,823
Shipping	26	436
Software	42	2,610
Sportswear & Equipment	8	1,304
Telecommunications	10	611
Textiles	11	1,391
Transportation	25	651
Wire/Cable	8	902
Total	633	92,781

* NOTE: Many companies fall into more than one industry category. Therefore, the total numbers of companies and employees will not exactly match those found in Index I.

ADD/UPDATE FORM

ORDER FORM

UPDATE/ADD FORM

If you would like to update information about a firm listed in this directory or add another firm to future listings, please fill out the following form and send to:

Massachusetts Office of International Trade and Investment
100 Cambridge Street, Suite 902
Boston, MA 02202
Phone: 617-367-1830
Fax: 617-227-3488

____ Update information about a firm already listed ____ Add new firm to future listings

INFORMATION FOR THE FOREIGN FIRM DIRECTORY:

U.S. Company Name:

Address:

City: State: Zip Code:

Telephone: Fax Number: Telex:

Contact Person/Title:

Year Established: Number of MA Employees:

Annual Sales:

Foreign Company Name:

Address:

City: Postal Code: Country:

Telephone: Fax Number: Telex:

Product Description:

Product Category (check as many as apply):

___ Alloys/Metals
___ Analytical Instrumentation
___ Bank/Financial
___ Biotechnology
___ Building & Construction
___ Chemicals
___ Clothing/Apparel
___ Computer Consulting
___ Consumer Goods
___ Electronics
___ Food/Drink
___ Furniture
___ Hardware (Computers)
___ Hotel
___ Import/Export
___ Insurance
___ Medical
___ Miscellaneous
___ Miscellaneous Machinery
___ Paper Products
___ Plastics
___ Publishing/Printing Materials
___ Real Estate
___ Services
___ Shipping
___ Software
___ Sportswear & Equipment
___ Telecommunications
___ Textiles
___ Transportation
___ Wire/Cable
___ Other _____

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Attn:

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International
Trade and
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Boston, Massachusetts 02202, U.S.A.
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William F. Weld, Governor
Argeo Paul Cellucci, Lieutenant Governor
Daniel S. Gregory, Secretary, Economic Affairs